



Andermatt Canada Inc.

Sales Agronomist

Location: Canada - Remote/Mobile

This is a tremendous opportunity to become part of a dedicated team set on providing sustainable agricultural, honeybee health and forestry products to the Canadian and global marketplace. We welcome the interest of candidates with a passion for business and the environment. Andermatt Canada is actively recruiting a Sales Agronomist, Remote/Mobile that will cover a national geography. The position is responsible for executing a customer contact program and generating and maintaining sales volume within the trading area while managing strategic relationships with internal and external customers.

The Sales Agronomist will earn a competitive salary, company vehicle, comprehensive benefits, paid time off, a matching employer pension and consistent opportunities for personal development and career advancement. If this sounds like the right agronomy position for you, apply today.

RESPONSIBILITIES:

- Working with distributors and customers to find solutions in the Andermatt Canada portfolio of products.
- Achieving sales targets of all product lines through active account maintenance.
- Create and maintain a rigorous weekly call plan designed to meet sales objectives and customer interaction frequency targets.
- Develop a comprehensive understanding and business plan with all customers within your assigned geography.
- Continuously increasing knowledge of Agriculture, Agronomy, Beekeeping and Forestry.
- Use company technology to track, measure and report sales (CRM, Quickbooks)
- Work with the Sales team to develop annual forecasts and budgets
- Work with suppliers and co-ordinate sales efforts with other applicable team members as necessary
- Travel to and represent Andermatt Canada and its product portfolio at various conferences and trade shows.
- Coordinate with Marketing to develop customer content for print media, social media channels and website.



A DAY IN THE LIFE OF THE SALES AGRONOMIST

As the Sales Agronomist, you must effectively and efficiently manage and understand business relationships, demonstrate knowledge of products and marketing programs, and promote the sales of all product lines, including Honey Bee Health, Crop Production, Monitoring Tools, Home and Garden and Forestry products while keeping up to date with current market trends, product knowledge and practices, and contributing to the overall success of the division.

You must demonstrate a high level of understanding in agriculture, possess the skills to develop valuable relationships with external and internal customers, and experience field scouting. Effective Team Leadership skills and the ability to work well within multi-generational teams are essential. You should be self-reliant, goal-oriented, and able to set and adjust priorities and schedules.

WORK SCHEDULE

This role is Monday to Friday with the occasional travel/trade show occurring during weekend, seasonally.

Hours of operation are typically: 8:00 – 4:30 PM AST or 7:30 – 4:00 PM EST. Depending on time zone, working hours can be negotiated.

REQUIREMENTS

Ideal Candidates will have:

- Minimum 7 years of industry-related experience
- Minimum 5 years of progressively responsible sales experience in the agriculture industry
- Bachelor of Science in Agriculture is preferred, or a Degree or Diploma in Agriculture or related field
- CCA or P.AG certified (preferred)
- Agriculture extension experience with farmers, ag retail, and ag contractors
- Valid Class 5 Driver's License with a clean Driver's Abstract
- Passport, ability to frequently travel.



COMPETENCIES:

- Being a supportive team player
- Excellent spoken and written English.
- French language skillset would be an asset.
- Proficiency in various computer applications; Microsoft Suite, CRM..

APPLY TO: We encourage applicants to apply on-line, via email, at the following address by March 31, 2024, indicating competition number ACA202401.

Email: kathleen.ireland@anderstattcanada.ca