

**Andermatt Canada Inc.****Sales Representative – Ontario/Maritimes****Location:** Ontario or Maritimes– Remote/Mobile**Territory:** Ontario and Maritimes

Andermatt Canada Inc., located in Hanwell, New Brunswick, is a member of the Andermatt Group, headquartered in Switzerland. Family and employee owned, Andermatt has been developing biological solutions in agriculture for over three decades, rising to become recognized as a global leader in the biological segment. As part of the Andermatt Group, Andermatt Canada Inc. provides sustainable agricultural, honeybee health, and forestry products to the Canadian and global marketplace.

Our business is growing, and we are seeking a Sales Representative to join our team. The successful candidate will be responsible for executing a customer contact program, generating and maintaining sales volume across the territory, and managing strategic relationships with both internal and external customers. This role is ideal for candidates with a passion for agriculture, sustainability, and relationship-driven sales.

**RESPONSIBILITIES**

- Work with distributors and customers to identify solutions within the Andermatt Canada product portfolio.
- Achieve sales targets across all product lines through active account management.
- Create and maintain a rigorous weekly call plan aligned with sales objectives and customer interaction frequency targets.
- Develop a comprehensive understanding and business plan for all customers within the assigned geography.
- Continuously expand knowledge in Agriculture, Agronomy, Beekeeping, and Forestry.
- Use company technology platforms (CRM, QuickBooks) to track, measure, and report sales activities.
- Collaborate with the Sales team to develop annual forecasts and budgets.
- Work with suppliers and coordinate sales efforts with internal team members as needed.
- Travel to and represent Andermatt Canada at conferences, trade shows, and industry events.
- Coordinate with Marketing to develop customer-focused content for print media, social media, and the company website.



## A DAY IN THE LIFE

As a Sales Representative at Andermatt Canada, you will manage and strengthen business relationships, demonstrate product and market knowledge, and promote the full Andermatt portfolio—including Crop Protection, Honey Bee Health, Monitoring Tools, and Forestry products. You will stay current on market trends, product innovations, and best practices while contributing to the overall success of the division.

You bring a strong understanding of agriculture, the ability to build valuable relationships, and experience in field scouting. Effective team leadership, comfort working within multi-generational teams, and the ability to set and adjust priorities are essential. You are self-reliant, goal-oriented, and thrive in a dynamic, field-based environment.

## WORK SCHEDULE

- Monday to Friday, with occasional weekend travel for seasonal trade shows or events.
- Typical hours of operation:
  - 8:00 AM – 4:30 PM AST
  - 7:30 AM – 4:00 PM EST
- Working hours may be negotiated depending on time zone.

## QUALIFICATIONS

- Minimum 3 years of industry-related experience.
- Minimum 3 years of progressively responsible sales experience in the agriculture industry.
- Bachelor of Science in Agriculture preferred; Degree or Diploma in Agriculture or related field considered.
- CCA or P.Ag certification preferred.
- Agriculture extension experience with farmers, ag retail, and ag contractors.
- Valid Class 5 Driver's License with a clean Driver's Abstract.
- Passport and ability to travel frequently.

## COMPETENCIES

- Supportive and collaborative team player.
- Excellent spoken and written English; French language skills considered an asset.
- Proficiency with Microsoft Office, CRM systems, and related digital tools.





Andermatt Canada Inc.  
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506-444-5690 | [www.anderstattcanada.com](http://www.anderstattcanada.com)

## WHAT WE OFFER

- Competitive salary and flexible workdays.
- Company vehicle or car allowance or mileage reimbursement, laptop, and mobile phone.
- Comprehensive benefits package.
- Ongoing training in biological control technologies and IPM systems.
- Collaborate with a diverse network of product experts from around the world
- A mission-driven organization committed to sustainable agriculture and pollinator-safe solutions.

**Salary:** \$75,000–80,000 CAD

### APPLY TO:

We encourage applicants to apply online, via email, at the following address by **April 24, 2026**, indicating competition number **ACA202602**.

**Email:** [Kathleen.ireland@anderstattcanada.ca](mailto:Kathleen.ireland@anderstattcanada.ca)

