



Territory Manager – Western Manitoba/Southeast Saskatchewan

CANTERRA SEEDS has been deeply rooted in the Canadian Prairies for over 27 years. Founded by Canadian seed growers, we are a farmer owned company to this day and offer one of the broadest field seed portfolios in Western Canada, including cereals, pulses, canola and more. We are proud to produce, market and sell the very best in seed.

CANTERRA SEEDS knows one of our strongest assets is our team of bright, energetic and experienced professionals. We believe in empowering our team members and encouraging their input to enrich the organization. At CANTERRA SEEDS we recognize that by working together as a team we all succeed.

Position Summary:

CANTERRA SEEDS is looking for a Western Manitoba/Southeast Saskatchewan based Territory Manager to join our sales team. Reporting directly to the Director of Sales, the Territory Manager will be responsible for managing all aspects of the territory and developing and executing activities to increase sales and profitability of CANTERRA SEEDS' products. Key activities include developing and monitoring forecasts, budgets, strategic sales plans, and expense controls. The ability to build relationships and provide exceptional customer service to stakeholders and farmers are essential elements required for the position.

Skills & Abilities:

- Demonstrated sales ability with a strong aptitude for developing and maintaining business relationships.
- Superior interpersonal and communication skills.
- Strong entrepreneurial focus with an emphasis on achieving profitable results and driving growth strategies.
- Detail oriented with a strong sense of urgency and a high energy level.
- Customer focused, with a high degree of integrity.
- Ability to analyze relevant data and industry trends.

Position Specifications:

Education: Bachelor's Degree in Agriculture / Commerce / Sales and Marketing, or equivalent experience.

Experience: Qualified candidates must have at least 3-5 years of sales and territory management experience. Agronomic knowledge of canola and as well as general knowledge of the western Canadian agriculture and seed industry is required. Knowledge and experience in the pedigree seed industry is considered an asset. Experience developing sales and marketing strategies, a strong business sense, and the demonstrated ability to assist in building their customer's profitability by analysing and aligning business strategies is an asset.

Location: The successful candidate can be situated anywhere within the territory.

This position is home-office based and requires frequent travel within the territory with occasional travel outside of the territory. A competitive compensation and bonus package, vehicle, and benefits including health and DPSP matching plans will be provided to the successful candidate.

Please forward your resume and cover letter to Lorri Keyowski, Director of Sales at l.keyowski@canterra.com. Applications will be reviewed as received with the position being filled when a suitable candidate is found. Only those selected for an interview will be contacted.