



July 2021

Pedigreed Territory Manager - Saskatchewan

CANTERRA SEEDS is committed to sourcing genetically superior seed products that deliver agronomic and economic benefits for producers, while meeting end-user needs. With a versatile portfolio of cereals, pulses, canola, and PRIDE Seeds corn and soybeans, CANTERRA SEEDS seeks opportunities that allow for mutual success in the agriculture industry.

Position Summary:

CANTERRA SEEDS is looking for a Pedigreed Territory Manager in Saskatchewan to join our Pedigreed Seed Business Unit. Reporting directly to the Director, Pedigreed Seed Business Unit, the successful candidate will work closely with the company's seed grower shareholders as well as our retail and wholesale seed partners to increase sales and profitability of CANTERRA SEEDS' cereals, pulses, and special crop seed products. Key activities include developing and monitoring forecasts, budgets, supporting pedigreed seed production, product knowledge transfer, strategic sales plans, and expense controls. The ability to build relationships and provide exceptional customer service to stakeholders, seed growers 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/Diploma in Agriculture/Business/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 various crop types 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 build strong customer relationships is considered an asset.

Location: The successful candidate must be situated in the province of Saskatchewan.

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

Please submit your resume and cover letter to Brent Derkatch, Director, Pedigreed Seed Business Unit by emailing b.derkatch@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.