



July 2021

TERRITORY MANAGER - EAST CENTRAL 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 an East Central Saskatchewan-based Territory Manager centred around the Yorkton area 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 growers 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 package, vehicle, and benefits will be provided to the successful candidate.

Please forward your resume and cover letter to Lorri Keyowski, Director of Sales by emailing 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.