



## **Territory Manager – Various Locations across Western Canada**

**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, and oilseeds, **CANTERRA SEEDS** seeks opportunities that allow for mutual success in the agriculture industry.

### **Position Summary:**

**CANTERRA SEEDS** is looking for experienced sales professionals to join our team of Territory Managers. 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 a minimum of 3-5 years of sales and territory management experience. General knowledge of the western Canadian agriculture industry is required and experience in the pedigree seed industry is 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.

*Membership or eligibility for membership to the provincial Institute of Agrologists would be an asset.*

Please forward your resume and cover letter to Jim Bagshaw, Director of Sales at [j.bagshaw@canterra.com](mailto:j.bagshaw@canterra.com). Applications will be reviewed as received with the position being filled when a suitable candidate is identified. Only those selected for an interview will be contacted.