

# Solution and Sales Person

## Responsibilities:

### Create new business opportunities:

- Engaging with existing and new accounts for new business opportunities
- Achieves business sales objectives, building relationships with new and existing clients
- Participate in company sales forecasts and provide timely updates revisions to forecasts
- Work with team members to drive sales and to close potential sales
- Follow-up on leads/prospects, retaining great records in CRM
- Develop opportunities/strategies for market differentiation of ABC's product portfolio with focus on 'value added' marketing

### Customer/Team Relationship:

- Provides exceptional, attentive service to our customers to help them achieving their objectives
- Courtesy follow up after sales deal is closed
- Responsible to know product availability, use, benefits and pricing structures
- Coordinates with Service team on scheduling installations, tracking orders and maintaining inventories and regularly servicing and returning equipment to client in a timely manner
- Fill in for other staff as backup support for absences
- Coordinate and assist with large shipments of products
- Initiate and conduct projects, field demonstrations, presentations
- Prepares timely and accurate sales reports, quotes and orders

### Marketing:

- Participate in some projects/case studies that demonstrate products and support sales growth
- New product market development, maximize sales growth, propose effective promotion strategies
- Attend trade shows, field days and conferences
- Provide information by collecting, analyzing, and summarizing data and trends into reports

### Communications:

- Create & maintain promotional and educational material: blogs, tweets, newsletters, videos
- Consistent follow-up with customers, to look for opportunities to further customer engagement
- Ad hoc projects as assigned

### Requirements & Qualifications:

- A passion for agriculture and experience in agronomy
- Excellent interpersonal and communication skills, oral and written
- Strong technical skills to operate and demonstrate equipment
- Strong customer service, and consultative selling skills
- Computer skills (Microsoft Office), experience with a CRM tool is an asset
- Relevant post-secondary education in an ag related program, or experience in modern farming equipment and farming practices
- Self-starter, ability to work independently with minimal direction/supervision
- Previous sales and or communication experience with a key focus in customer relations
- Ability to maintain successful long-term relationships through positive stakeholder engagements

- A creative forward-thinking mindset, open to change, challenge and collaboration
- Ability to work collaboratively
- A degree in Agriculture, business, marketing or related field is considered an asset
- French language skills (verbal and written) considered an asset

**Interested candidates are encouraged to apply with cover letter stating interest and resume to**

Please send us your cover letter and resume by email:

Ag Business and Crop Inc.

Email: [accounting@agbusiness.ca](mailto:accounting@agbusiness.ca)

*We are dedicated to maintaining a respectful, fair and equitable work environment, and welcomes submissions from all qualified applicants. We are committed to providing a barrier free workplace. If accommodation is required during the selection or interview process it will be available upon request. This job posting is available in an accessible format upon request.*

*We thank you for your interest, however, only those candidates selected for an interview, will be contacted. No agencies please.*