



Territory Manager – Manitoba/Saskatchewan

CANTERRA SEEDS strives to be the leader in the pedigreed seed industry. We draw on the collective expertise of our shareholders and retail partners, who make up a network of western Canada's top seed experts.

CANTERRA SEEDS is constantly seeking out new technologies and promising new varieties which assist us in raising our standards and expanding our broad product portfolio. The seed we market must meet our strict standards for quality production, have clearly defined pedigree, and must be developed through reputable breeding programs. At CANTERRA SEEDS we strive to be the seed experts across all types.

Position Summary:

CANTERRA SEEDS is looking for a territory manager to join our sales team. Reporting directly to the Director of Sales, the successful candidate will be responsible for managing all aspects of the sales territory. This includes planning and executing activities that are designed to increase sales and profitability of CANTERRA SEEDS commercial seed products. In order to meet overall targets in the territory, the successful candidate will be responsible for developing and monitoring forecasts, budgets, strategic sales plans and expense controls. The ability to build relationships and provide exceptional customer service to retailers and shareholders are essential elements required to create demand for CANTERRA SEEDS products.

Essential Job Results

- a. Goal orientated
- b. Organized
- c. Accountable
- d. Customer focused
- e. Strategic in building the business with partners
- f. High degree of integrity
- g. Innovative in developing opportunities
- h. Professional
- i. Open to develop personal skills
- j. Good communication and interpersonal skills

Position Specifications:

Education: Bachelor's Degree or Diploma in Agriculture/Business Administration/Commerce/Sales & Marketing or equivalent experience.

Experience: Qualified candidates should have at least 3 years of sales experience and territory responsibilities. A farm background and general knowledge of the agriculture industry is an asset. Experience developing sales and marketing strategies is also desirable. It is also essential that the candidate have a strong business sense, which enables him or her to assist in building customer's profitability by analyzing and aligning business strategies.

Other Characteristics:

Qualified candidates must have the necessary initiative and entrepreneurial drive to lead their territory. You must have good business sense, be detail oriented and able to cope with multi-tasking. The successful candidate must have a strong sense of urgency, high energy level and ability to successfully drive growth strategies.

The position requires travel.

A competitive salary, bonus potential - based on performance objectives, vehicle and benefits are offered.

Territory location may depend in part on the location of the successful applicant, but will likely be based in western Manitoba or Saskatchewan.

This job posting is open until November 30, 2011.

Please send resumes to:

Brian Cummings
Director of Sales
CANTERRA SEEDS
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