



Sales Representative - Dartmouth Nova Scotia

The Role:

Acadian Plant Health™ (APH™), a division of Acadian Seaplants Limited, is the innovator of unique bio-stimulant based products that have been scientifically proven to boost plant yields. The APH™ Sales Team is seeking a Sales Representative with a dynamic background in Account Management to provide leadership in working with key customers. Sound like you? In this challenging and rewarding role, you will be given both freedom and support to contribute to the bottom line while being rewarded from your contributions and relationships.

The Key Technical Responsibilities:

- Achieve monthly, quarterly, and annual budgeted sales targets for Industrial Sales Clients
- Without exception ensure that all APH contract requirements are being adhered to by Industrial Customers
- Accurate and timely sales forecasting by customer, product, package type, and warehouse location
- Analyze financial reports to maintain existing margin expectations for existing and prospective Industrial Customers and adjust where necessary
- Adhere to all internal sales order processing guidelines and ensure accuracy of information to mitigate risk related to delayed shipping and customer dissatisfaction
- Prepare an annual business plan with specific focus on attainable goals, strategies, tactics, and activities to achieve Industrial Sales growth expectations
- Support the company's vision and policies regarding Health & Safety, Corporate Culture, and Environmental Management by displaying the appropriate behaviors and leadership towards meeting the company's objectives in these areas.

The Requirements:

- Undergraduate degree or diploma in agricultural studies, and/or equivalent direct selling experience in agriculture
- 2+ years of existing “direct sales” experience within the agriculture industry
- Intermediate to advanced Computer skills including but not limited to excel, power point, Skype, and email
- Ability and willingness to travel from time to time to attend trade shows, conferences, customers etc.
- Basic ability to analyze sales data and identify areas of opportunity or risk within Industrial Sales Accounts
- Flexibility and willingness to adjust working hours to accommodate various time zones and customer demands

If this job sounds like it was made for you, we’d like to meet you. To further explore this opportunity, just submit your application to careers@acadian.ca.

For additional information about an Atlantic Canadian company that has built a worldwide business in highly specialized and innovative sectors, please visit our website at www.acadianseaplants.com.

We thank all applicants for their interest, however, only those selected for an interview will be contacted. No phone calls please.