



*Thriving Through Innovation*

## **Agriculture Sales Representative(s)**

(Immediate Vacancies)

XiteBio Technologies is a leading agriculture biotechnology company engaged in innovative agri-inputs, inoculants & microbial technology for the US, Canada, Europe and South American markets. Our motto is to deliver bottom line value to our customers through innovative crop production solutions and world class science to improve sustainable crop production. We are currently seeking motivated full-time **Agriculture Sales Representatives** to join our sales & marketing team in Saskatchewan and Alberta.

The agriculture sales representative will manage XiteBio®'s portfolio of inoculants and biological products within a specific territory. Our agriculture sales representatives work closely with retail locations, distribution partners, select growers and XiteBio team members to execute and follow through on sales forecasts by providing customer support.

### **Key Responsibilities Include:**

- Strong relationships with retail and distribution customers.
- Acting as the primary liaison for all retail accounts within a defined territory which includes developing and implementing annual business plans to influence end-user demand.
- Sell, promote and service XiteBio®'s current product line and work with XiteBio®'s marketing team to actively launch new products.
- Accurate territory sales forecasting for each product line.
- Responsible for attending territory trade shows and representing XiteBio at retail field days.
- Communicating weekly with Sales Manager the territories sales pipeline to provide accurate forecast updates.
- Identify, manage and communicate new business opportunities to our Sales Manager.
- Communicate with Sales and Marketing team to provide input on development of territory marketing opportunities.

### **Essential Skill Set**

- Strong customer focus with the ability to communicate new concepts in a conversational manner.
- Market awareness with the specific ability to identify new opportunities.
- Understand your business targets and have a plan to achieve.
- Excellent communications skills which include planning, time management, negotiating, interpersonal, analytical, decision making and problem solving.
- Ability to work on your own but be part of a well integrated team of professionals.
- Self-motivated and eager to work with existing and prospective customers to help them grow their business.
- Comprehensive understanding of crop inputs which includes agronomics, agricultural technology and latest trends in crop production.
- Ability to work with Excel and Windows platforms.
- Flexible with your time management and able to work extended hours as required.

This is a home based position requiring frequent travel within the assigned territory with the potential of international travel.

A post-secondary education in agriculture or business is preferred but extensive experience in the areas of sales or adequate combination of experience & education will also be considered. A valid driving license and passport is required.

This is a full-time permanent position; salary will depend on candidate's education and experience. XiteBio offers a competitive salary, bonus and benefits package.

Interested candidates should send their resume and a cover letter via e-mail to:

Career Services, XiteBio Technologies Inc., Email: [careers@xitebio.ca](mailto:careers@xitebio.ca)

*(Only selected candidates will be contacted for interview)*