



*Thriving Through Innovation*

## **Sales Agronomist(s)** (Immediate Vacancies)

XiteBio Technologies Inc. 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. We are currently seeking motivated full-time **Sales Agronomists** to join our sales & marketing team in North Dakota/South Dakota/Nebraska.

The sales agronomist will manage XiteBio®'s portfolio of inoculants and biological products within a specific territory. Our sales agronomists 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.
- Sell, promote and service XiteBio®'s current product lines and work with XiteBio®'s marketing team to actively launch new products including act as the primary liaison for retail accounts within a defined territory.
- Accurate territory sales forecasting for each product line which includes developing and implementing annual business plans to influence end-user demand.
- Responsible for attending territory trade shows and representing XiteBio at retail field days.
- Communicating weekly with Sales Manager on the territories sales pipeline to provide accurate forecast updates.
- Identify, manage and communicate new business & marketing opportunities in the territory.

### **Essential Skill Set**

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

This position requires working from home and requires frequent travel within the assigned territory. 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)*