

MANITOBA START JOB OPPORTUNITY BROADCAST (J.O.B.) ADVERTISEMENT

POSITION	GLOBAL SALES PROFESSIONAL
JOB NUMBER	3813
NUMBER OF POSITION/S	1
NOC CODE	6221
CLOSING DATE	2020-11-30
LOCATION	Winnipeg, MB River Heights
ACCESSIBLE BY TRANSIT	Yes
HOURS PER WEEK	40
HOURLY WAGE RANGE	TBD
JOB TERMS	Full time
JOB DESCRIPTION	We have a full-time, permanent position available in our Sales Team. The successful candidate will be responsible for following up on sales leads as well as developing new market opportunities.
JOB DUTIES	<ul style="list-style-type: none"> - Gain a basic proficiency in the product line and the plant breeding industry - Business development with leads generation, including digital marketing - Follow up on domestic and global sales leads and opportunities through to closed sales - With our PhD plant breeding support staff, assist in software demo sessions via Internet - Assist the Sales and Finance Team in the preparation of quotations and invoices - Negotiate with prospects where necessary - Monitor post sales software implementation, customer satisfaction and upsell possibilities - Attend virtual industry trade shows, on-site post COVID-19 - Prepare sales reports and sales updates - On-going market intelligence of competitors - Monitor relevant industry trends
QUALIFICATIONS, REQUIREMENTS & SKILLS	<ul style="list-style-type: none"> - Degree in Agronomy, Agri-Business, or Business - Experience in software sales would be an asset - Knowledge or experience in plant breeding or variety testing would be an asset. - Superior written and verbal communications skills in English, other languages an asset - Strongly computer literate, enjoy working in a technical / scientific environment - Persistent, determined, focused, task-oriented with an entrepreneurial mindset

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QUALIFICATIONS, REQUIREMENTS & SKILLS	<ul style="list-style-type: none">- Energetic, highly motivated, results-driven- Strong communication skills with the ability to liaise through all levels of staff within the company and with clients- Ability to quickly learn new technologies- Creative, innovative thinking, can work with minimal supervision- Excellent teamwork skills with a consistent positive attitude- Valid, current passport and able to travel, both domestic and international- Legally entitled to work in Canada
OTHER DETAILS	quote competition # 2020-01 and include references please
APPLICATION PROCESS	Send targeted resume Apply through your CC
APPLICATION DETAILS	Please send a targeted resume and cover letter to your Career Coach including the job number and the title of the role.
JD	Chris Brown