

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

POSITION	CROP PRODUCTION ADVISER
JOB NUMBER	3770
NUMBER OF POSITION/S	1
NOC CODE	2123
CLOSING DATE	2020-09-28
LOCATION	Souris, MB
ACCESSIBLE BY TRANSIT	No
HOURS PER WEEK	40
HOURLY WAGE RANGE	TBD
JOB TERMS	Full time
JOB DESCRIPTION	Reporting to the Branch Manager, this position is accountable to meet and exceed annual sales goals and profit margin objectives of the companies products and services.
JOB DUTIES	<ul style="list-style-type: none"> -Responsible for meeting and exceeding annual sales goals and profit margin objectives as set by branch management -Implement on-farm based sales strategy to promote companies products and services -Maintain and analyze a database/record of customer profiles (product usage and service requirements) in order to identify, categorize, and prioritize customer base -Develop and maintain effective business relations with current and potential future customers, based upon an approach that targeting customer with whom the company can profitable to do business -Provide timely service as well as agronomic information and advice to current and potential customers Arrange for access to specialists where necessary to bring mutual benefit to the customer and the organization -Arrange for customer learning opportunities that provide incremental value -Keep informed of competitor activities within the market area and recommends marketing program and service revisions Review customer accounts to ensure that payments are within the approved credit policy and performs collection functions as required Monitor competitive activity and trends -Keep records and prepare reports on sales activities -Interpret soil, tissue and water analysis -Initiate trials that will support marketing efforts -Research and respond to technical inquiries
QUALIFICATIONS, REQUIREMENTS & SKILLS	<ul style="list-style-type: none"> -Grade 12 or recognized equivalent, supplemented with successful completion of -Certificate in Agriculture, Agri-Business Certificate, or equivalent post-secondary education

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QUALIFICATIONS, REQUIREMENTS & SKILLS	<ul style="list-style-type: none">-Demonstrated experience in vocational, agricultural, or a combination of education and work experience 5+ years of progressively responsible experience in agri-business and/or other related customer service function - equivalent combinations of education and experience, which result in the required level of knowledge, competencies, skills and abilities, may be considered-2+ years sales experience-Must possess a valid class 5 drivers license-CCA or P.Ag. Accreditation is a definite asset, but not required-Strong time management, planning and multi-tasking skillsExcellent communication and people skills, both written and oralStrong computer skills including all Microsoft applications (Word, Excel, and Outlook)-Ability to work independently or as a part of an effective team-Conducts themselves in a professional manner, and ability to keep confidential information
OTHER DETAILS	Job is in Souris MB
APPLICATION PROCESS	Send targeted resume Apply through your CC
APPLICATION DETAILS	Please kindly send your TARGETED resume to your CAREER COACH via email. Please indicate the job number and the title in your application.
JD	Chris Brown