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Sales Representative - Southeast Atlantic Region Sales - (Southeast Atlantic US, Florida, South United States, USA)

Company: Agrium Wholesale

Apply below

Open Til: 24-Feb-12

Industry Sector: Agribusiness

Industry Type: Agronomy

Career Type: Sales

Job Type: Full Time

Minimum Years Experience Required: 5

Salary: Negotiable

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Agrium is driven by growth, whether it is to improve the performance of crops that feed the world responsibly, grow our business, our market share or our earnings. Headquartered in Calgary, Alberta, Agrium is one of the world's largest nutrient and fertilizer producers with net sales of almost \$10-billion over the past two years, compared to just \$2.8 billion five years ago and \$1.7 billion ten years ago. How's that for growth!

We also encourage our employees to grow within their roles as we continue to pursue new ways to make Agrium a great place to work. In 2010, we were awarded the distinction of being named one of Canada's Top 100 Employers and one of Alberta's Top 50 Employers. Come grow your career at Agrium and join our more than 11,000 employees across North and South America to help feed a growing world.

Growth is a top priority for Agrium Wholesale and it doesn't just apply to the nutrients we make or the size of our Company. To achieve growth and remain healthy and profitable we need talented, diverse employees to support our initiatives. In 2011, we were named as one of Canada's Top 100 Employers and in 2011 one of Alberta's Top 50 Employers. Come grow your career at Agrium Wholesale where our employees strive to make a difference and take pride in helping to feed the world.

Reporting to the Area Sales Manager the successful candidate will be responsible for sales of Agrium's fertilizer products in assigned territory to financially responsible customers. This position will be based within the Southeast Atlantic Region Sales Territory and require frequent travel (60-70% of the time) to customers within this geographic territory.

Working with a moderate degree of autonomy, you will:

- Provide day to day contact to clients and manage the sales and contractual agreements with them.
- Formulate business plans that will assist in achieving sales objectives and develops the sales territory to its full potential.
- Maintain current knowledge of competitive market environment relative to the industry and local sales territory.
- Effects maximum effort to make prompt collections for products sold and maintains customer credit limits in such a manner as to encourage additional sales.
- Improves the effectiveness of dealer and distributor organization through resale work, sales training meeting, farmer/dealer meetings and other community activities.
- Investigates and handles customer complaints and reports results.
- Secures maximum effectiveness for division advertising and marketing programs through owned or controlled outlets.
- Keeps management advised regarding territorial market conditions.

- Maintains accurate records and submits all required reports.
- Maintains accurate records, enters updated sales forecast into Agrium sales planning as required.
- Maintains sales agreements as regional for territory, as well maintains price exceptions.
- Strong communication with other Agrium groups to support sales and service to assigned territory. (I.E. Marketing, Credit, Transportation).

Minimum qualifications of the position include:

- Bachelor's degree in agriculture, business, or related field
- Five or more years of progressively responsible experience sales, preferably in agriculture.
- Highly developed customer service skills with a proven ability to develop and sustain strong customer relationships
- Negotiation skills
- Motivated self-starter with results and solution orientation
- Proficient in Microsoft Word, Excel, Power Point, and SAP
- Excellent written and communications skills.

Agrium Wholesale is committed to providing employees with competitive compensation that reflects individual contribution, business performance and the markets in which we compete for talent. We pay-for-performance; employee total compensation is linked to Agrium's goals and performance. We welcome and promote diversity and inclusion in our workplace and encourage applications from all qualified individuals. EOE.

Join Agrium and "Help Feed the World!"

While we appreciate all applications we receive, we advise that only candidates under consideration will be contacted.

Experience Required:

Internal Agrium applicants must have a Successful Performance Rating or above. Applicants must have a minimum of 18 months in their current position or manager's approval.