



May 7 2018

Kam's Grower Supply Technical Sales Representative: South Western Ontario

Kam's Growers Supply is a young fast growing company that is looking for enthusiastic self-starters that are looking for a career in technical horticulture sales.

Duties of successful candidate include:

- Develop and execute regional sales plan (end-users & distributors) in the horticulture and greenhouse vegetable market sector primarily in SW Ontario.
- Strong understanding of products (fertility and crop protection) including features and benefits as well as proper use and application timing.
- Set up regionalized grower trials and follow the trials through from planting to harvest.
- Understanding of modern agronomic practices and the scientific method.
- Maintain call records and customer database.
- Assist growers with solving production issues.
- Manage current customers and develop new customer relationships.

Qualifications and experience

- University or College education majoring in agriculture, horticulture or science.
- Greenhouse or on farm experience.
- Complete proficiency with Microsoft products (Word, Excel, PowerPoint and Outlook).
- Excellent written and verbal communication skills.
- Strong time management and organizational skills.
- Ability to work independently and solve problems.
- Demonstrate professionalism, diplomacy and good work ethic.
- Candidate needs to be courteous, patient and an enthusiastic team player; self-motivated, with the ability to work independently with limited direct supervision.
- A CCA designation or the ability to obtain it would be an asset.

Competitive compensation based on qualifications and experience. References required.