

Job Posting

Sales Representative

Reporting to the Area Sales Manager the successful candidate will sell full line of quality fertilizer products in the assigned territory through financially responsible customers. To emphasize sales of higher profit margin items and to develop increased sales of all products.

Specific Responsibilities Include:

Maintains continuous contacts with distributor organization, small manufacturers and blenders as well as farmer customers.

Develops sales of all fertilizer products.

Promotes increased sales of premium products and higher margin products through the implementation of marketing, merchandising and agronomic programs.

Seeks out the desirable prospects and establishes controlled distribution outlets with financially responsible parties.

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.

Establishes demonstration plots in conjunction with Agronomist.

Properly maintains and cares for all company-owned property that is assigned.

Develops and makes recommendations for innovative and creative means of securing additional sales and distribution.

Qualifications of the Position Include:

Degree in agriculture, business, marketing or equivalent experience.

1 to 3 years sales experience, preferably in agriculture.

Excellent written and communications skills.

High degree of sales ability and negotiation skills.

Must have a valid driver's license

Internal applicants must have a minimum of 18 months in current position, and a "solid/satisfactory" or above performance rating.

~~Please reply, in confidence by June 10, 2009 to:~~

~~Michelle Silver, Recruiter~~

~~Agrium/Conda~~



Jim Peace, CCA, CPA
Sales Manager



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