



# ATP NUTRITION

Powering Growth with Science™

## Position Description

<b>Job Title:</b>	Regional Account Manager, Southern Saskatchewan
<b>Department:</b>	Sales & Marketing
<b>Reports to:</b>	National Sales Manager
<b>Direct Reports:</b>	None
<b>Location:</b>	Southern Saskatchewan

### Summary

ATP Nutrition is a division of Concentric Ag Corporation, with the Canadian head office located in Oak Bluff, Manitoba. ATP is a leader in the development of plant nutrition products for the agriculture and horticulture markets, with exciting expansion plans within Canada and the United States. Success has been due to the Chemtrition Platform that provides plant nutrient innovations at various stages of the crop's life cycle. ATP has combined these core agronomic strengths, and aligned with strategic partners to provide a unique and proprietary product offering with strong distribution across North America.

We are currently seeking a Regional Account Manager for Southern Saskatchewan. This exciting opportunity will be a challenge for a dedicated professional who excels at building customer relationships and is a motivated self-starter. The successful candidates will participate in the creation of a dynamic sales and marketing team to better serve the Southern Saskatchewan agriculture industry.

### Essential Duties & Responsibilities

- Manage sales of value added seed, soil and in crop plant nutrients, to the ag-retail network throughout the assigned Southern Saskatchewan region;
- Provide leadership and direction in new and innovative fertilizer technologies to better serve the agronomic needs of the targeted market;
- Develop and execute an annual sales plan to achieve budgeted sales and profit objectives in alignment with overall company objectives;
- Establish targeted sales goals for key retails and work with retails to develop and implement a plan to achieve set goals;
- Train and support ag retail customers on ATP Nutrition's products to optimize usage through proper positioning in the market;
- Provide in-season support to growers and ag retail customers on proper usage of ATP Nutrition products for optimum return on investment;

- Create and deliver technical sales presentations at customer meetings and conferences and attend tradeshows to broaden industry awareness and understanding of product offering and market value;
- Represent the company's best interests with industry and professional groups;
- Identify new customer opportunities; and
- Be a positive representative and promoter of our brand and products.

### **Competencies**

- Must be able to work independently, be self-motivated and results driven;
- Computer literate with all Microsoft products to include Word, Excel and PowerPoint;
- Strong communication, interpersonal and presentation skills to interact with retail and grower networks;
- Positive mature attitude and adaptable professional demeanor;
- Excellent communication, organizational and interpersonal skills;
- Exceptional time management skills with ability to prioritize;
- Collaborative team player.

### **Minimum Qualifications**

- Must have a degree / diploma in Agriculture, Business or related field;
  - Minimum 3 - 5 years related experience in sales and/or agronomy sector of agriculture;
  - Knowledge and understanding of crop production and agronomy with nutrition experience considered as an additional asset;
  - Experienced in agreement negotiation;
  - Effective conflict resolution experience;
  - Willingness to travel.
  - This position requires up to 50% travel and must have a valid drivers license and be able to drive a vehicle.
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