

TERRITORY MANAGER

WEEDEN ENVIRONMENTS, a global leader in providing new technology designed for the poultry industry to lower stress levels while improving performance, is seeking an exceptional individual to join as **TERRITORY MANAGER**. The primary role of this position is to maximize sales by developing and maintaining strong customer relationships. Responsibilities will include promoting the sale of sprinkler systems to distributors in the territory and growers building new barns or looking to remodel or retrofit existing facilities.

The ideal candidate for this position will be familiar with this territory and more specifically with the decision makers in the area's poultry industry.

Essential duties and responsibilities include the following.

- Develop a strong relationship with distributors and integrators in the territory
- Identify potential growth areas to increase our market share
- Be proactive in establishing new marketing strategies for specific areas of your territory
- Prepare and conduct product information presentations to individuals and groups to communicate product features, and programming information
- Advise customers on design and layout for projects
- Prepare professional quotes, product information, and presentation material
- Follow bio-security protocol for each visit and maintain a bio-security kit in your vehicle at all times
- Attend and participate in sales meetings, vendor product seminars, and trade shows
- Organize and attend local and regional trade shows in the territory
- Write weekly reports and forward them to management
- Available to travel extensively when required within assigned territory and to Headquarters as necessary

The ideal candidate will have the following experience/educational background:

- Bachelor's Degree or the Equivalent in Agriculture, Agribusiness, Agronomy or Engineering
- Knowledge of the poultry industry and the poultry producers in the area
- Knowledge of equipment used in modern poultry
- General computer knowledge
- Ability to use Outlook Email, Word, Excel, in daily communications
- Solid knowledge in live production
- Experience selling through a distributor network is highly desirable



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The most qualified candidate will have the following personal characteristics:

- Ability to set weekly, monthly and long term goals
- Ability to manage time effectively and efficiently to achieve goals
- Self-Motivated
- Works well in a team setting
- Ability to work independently
- Ability to communicate well, build relationships and ask for orders to close sales and grow market share

We thank all applicants for their interest, however only those candidates selected for interviews will be contacted. To learn more, or to apply, contact Pam Zehr, Human Resources Representative:
pamz@weedenvironments.com.



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