

# Territory Manager

## Location: Alberta

At Univar, our culture is second to none. Imagine the stability of a multi-national corporation, with the comradery of a start-up. We foster a friendly, welcoming, high-performance environment where every idea and initiative is given the respect and attention it deserves. Our team is successful due to our mix of diverse backgrounds, education, experience and careers.

We're proud to offer our employees:

- Competitive salaries
- Comprehensive Medical/dental benefits
- Industry leading pension plan
- Bonus opportunities
- Paid training and development programs at every level
- Global career advancement and mentoring opportunities
- Education allowance

### About the position

Working with our existing crop input retail customers and agricultural consultants, you will be responsible for the marketing, promotion, and sales with seed, crop protection and crop nutrition products from major manufacturers in a specific geographical area.

### What you'll do

- Able and eager to contribute to Univar's strategies and tactics.
- A contributing team member who provides leadership through personal strengths
- Inspired to grow territory through unique, tailored, and innovative means.
- An educator to his/her suppliers and customers.
- Driven to always bring value to his/her partners.
- #1 on his/her customers speed dial.
- A winning planner.
- Customer focused with a keen desire to build long-term relationships with new and existing customers.
- Excited about developing and executing annual territory development plans.
- Eager to endorse and introduce new products.
- Responsible for margins and overall sales in Sales Territory.
- Maintains competitive market knowledge in respective territory.
- Calls on key accounts and prospective customers to sell Company, Company products and Company services.
- Ensures prospective and current customers are properly qualified, including their safety and environmental performance.
- Out of town travel is expected. Estimated at 3-4 nights per month.



### **What we would like from you**

College diploma or University degree in Agriculture or business-related discipline, and three (3) years' experience in sales. Candidate should have a strong organizational aptitude, must be detailed oriented and have excellent time management skills. Must be self-motivated and have the ability to relate to, and communicate with, individuals at all levels. Strong PC skills required.

### **What do we do?**

Univar is a leading global chemical distributor of industrial and specialty chemicals, food ingredients and related products and services. Our wide Canadian distribution network, with locations coast-to-coast, helps guarantee fast, reliable service to Univar's customers. Across North America, Europe, the Asia-Pacific region, and Latin America, our nearly 9,000 employees serve over 100,000 customers, representing nearly every major industry and a highly diverse set of end markets.

Safety is our top priority, the foundation for all aspects of our global business operations. Safe transport and storage of products, safe operational practices and safe working conditions enable us to protect our employees, customers, suppliers and the environment.

To read more about our successes and what we do, please visit: [www.univar.com](http://www.univar.com)

### **Sounds awesome? Here's how you apply:**

Please send your resume and cover letter in Word or PDF format to [UnivarCAAGJobs@univar.com](mailto:UnivarCAAGJobs@univar.com). Indicate the job title in the subject line of your email. Please note; all candidates are subject to background and reference checks. Although we appreciate all applications, only those selected for an interview will be contacted. Thank you for your interest in Univar.

