

Grow with Univar Solutions

Territory Manager Agriculture, Crop Science

Location: Saskatoon

Univar Canada is the leading distributor of chemistry and related innovative products and services in Canada. We provide more chemical products and related services than any other company in the marketplace. Our wide distribution network, with locations coast-to-coast, helps guarantee fast, reliable service to Univar's customers. Univar Agriculture strategically partners with leading agribusinesses worldwide to enable independent retailers across the country to provide integrated crop solutions to Canadian farmers.

Safety is our first priority, both the starting point and 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.

We are looking for a Territory Manager to join our busy team!

Responsibilities:

- 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.

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Responsibilities:

- 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.

Qualifications:

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.

Univar is widely recognized as having the best people in the chemical industry – people who are totally dedicated to meeting customers' requirements the first time and every time. We encourage you to join our team.

To Apply: Please send your resume in Word or PDF format to UnivarCAAgJobs@univar.com. Please indicate the job title and location (i.e. TM - Saskatoon) in the subject line of your email. Candidates are subject to a background check.

We thank you for your interest in careers at Univar.