
JOB POSTING #: 18-12-065-35S-AC1-01
POSTING TERM: JAN 10 – JAN 31, 2019
POSITION: AGRICULTURAL CONSULTANT
REPORTS TO: REGIONAL SALES MANAGER
STATUS: FULL TIME
LOCATION: NORWICH, ONTARIO

DUTIES & RESPONSIBILITIES:

- Continuously increase your knowledge of Agriculture, Agronomy, Grain Marketing and Thompsons products and services
- Maintain knowledge of a variety of crops, plant and soil nutrient products, as well as a comprehensive understanding of precision Ag.
- Originate corn, wheat and crush beans (both off farm and into elevator)
- Call on producers to explain programs and markets to promote purchase of grains.
- Ensure outstanding customer service and proactively engage customers in discussing their crop input needs
- Excellent focus on sustaining customer relationships, building customer prospects, and closing sales
- Meet or exceed financial targets through strong individual customer crop plans/tactical plans
- Complete and deliver a well-defined weekly customer call plan
- Accurately capture information in our sales platform (TSI)
- Bring forward innovative ideas and market intelligence to departments for increased industry market knowledge
- Thompsons Limited is committed to ensuring a safe work environment at all times. The Ag Consultant is accountable to know and understand the Company's health and safety rules and regulations.
- Other duties will be assigned as necessary.

SPECIAL JOB REQUIREMENTS:

- Results-oriented and driven to achieve targets
- Ability to multitask, maintain confidentiality, prioritized and work well in a team environment
- Excellent communication skills are a must
- Excellent time management and organizational skills
- Strong problem solving and decision making skills
- Strong planning skills, including the ability to segment markets, target and analyze customer potential
- Be able to think outside the box & have a solution oriented mentality
- High integrity, highly motivated, loyal team player, and ability to adapt communications style to the person and or situation

QUALIFICATIONS REQUIRED:

Must be a graduate of a post-secondary program with a minimum of two years of industry or sales experience. Must have good marketing skills and a general knowledge of sales techniques.

To Apply:

Please indicate both Job Posting # and position when sending your resume to recruitment@thompsonslimited.com. Your application must be received prior to 5:00 pm on the last day of posting term noted above.

THOMPSONS LIMITED IS AN EQUAL OPPORTUNITY EMPLOYER

If you require any accommodations please contact us.