



Andermatt Canada Inc.

Domestic Director of Sales

Canadian Sales Department

Location: Canada wide

Andermatt Canada Inc., located in Fredericton New Brunswick, is a member of the Andermatt Group which has headquarters in Switzerland. Family and employee owned, Andermatt has been developing biological solutions in agriculture for over 3 decades, rising to become recognized as a global leader in the biological segment. Andermatt Canada Inc., as a member of the Andermatt Group, is a leading production site for baculovirus products for the agricultural and forestry markets. Andermatt Canada Inc., has begun marketing their agricultural products in Canada and is actively constructing a portfolio of biological, monitoring and natural products to assist Canadian growers.

As a new entrant into the Canadian market space, Andermatt Canada Inc., is developing distribution, introducing and training on new technologies and teaching growers on the best practices for integration of these products into established programs. Our business is growing and we require a unique blend of sales and market development in a tenacious individual. The correct candidate will be responsible for developing and overseeing sale strategies. They will motivate and encourage sales employees to meet targets. Their customers will range from growers within the different crop segments to retail outlets serving those growers. They will educate key influences about biological use, building a base for continued growth.

RESPONSIBILITIES:

- Develop and oversee growth sale strategies, tactics and action plans across Canada and communicate to Management
- Training employees and distribution staff
- Motivating and inspiring employees to meet sales targets that match the company's goals
- Develop and maintain relationships with key partners in the agricultural production area
- Work effectively and efficiently as a critical team member to help achieve company goals
- Research tactics for entering new markets

ESSENTIAL REQUIREMENTS: The successful candidate will possess the following:

- A Master's degree in business administration, marketing, agriculture or Environmental Sciences with a minimum of 5 years working experience
- OR
- A Bachelor's degree in business administration, marketing, agriculture or Environmental Sciences with a minimum of 3 years working experience.
- AND
- Familiarity with the different market segments in agriculture; row crop, horticulture. Vineyard, greenhouse;

An equivalent combination of education, training and experience may be considered.



Depending on the response to this competition, candidates with less than the required years of experience may be considered.

Written and spoken competence in English is required. Please state your language capability on your application.

Applicants must clearly demonstrate the essential qualifications to be given further consideration. Please ensure that the preferred language for assessment is identified on your resume. Resumes should be in chronological order specifying education and employment in months and years including part-time and full-time employment.

ASSEST REQUIREMENTS: Preference may be given to candidates that demonstrate experience in one or more of the following: Bilingualism (French); Experience with digital marketing across all platforms; Networking; Field research trials for evaluation and demonstration; working with agricultural producers and producer groups. Subject to the response to this competition, candidates may be required to demonstrate on their application one or more of the asset qualifications in addition to the essential qualifications in order to be given further consideration.

BEHAVIOURAL COMPETENCIES: The successful candidate will possess the following behavioural competencies:

- Analytical Thinking/Judgment
- Client Service Orientation
- Effective Interactive Communication
- Information Seeking
- Initiative
- Relationship/Network Building
- Teamwork and Cooperation

TECHNICAL COMPETENCIES: The successful candidate will possess the following technical competencies:

- Superb verbal and written communication skills
- Client Service Orientation
- Teamwork and Cooperation
- Relationship/Network Building
- Ability to travel with overnight stays
- Proficiency in MS Office (Word, Excel, PowerPoint, Outlook)

OPERATIONAL REQUIREMENTS: Must be prepared to: travel within and outside of the country, including overnight stays, as required; work outside of the regular work hours, as required; work in agricultural environments which may include a variety of terrain and weather conditions; possess a valid class 5 driver licence.

The position provides a computer, vehicle, cell phone and the potential to work from a home office. Health and pension plans are included (after probationary period) plus the ability to buy company shares after a 1-year period.

Andermatt has evolved into a global company and has projected significant growth over the years ahead as the market for biologicals grows. Within Andermatt Canada, we are projecting similar growth.



Salary: Negotiable

APPLY TO: We encourage applicants to apply on-line, via email, at the following address by April 7th, 2023, indicating competition number **ACA202301**. This competition may be used to fill future vacancies at the same level.

Email : laura.forbes@andermattcanada.ca

We thank all those who apply however only those selected for further consideration will be contacted, by email.