



Title: **Sales Representative**

Division: **McCain Produce & Fertilizer**

Position Type: **Regular – Full-Time**

Position Location: **New Perth Territory, PEI**

Requisition ID: **15533**

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Why You Should Join Our Sales Team:

McCain Fertilizer is a leading distributor of crop inputs, including blended fertilizer, crop protection products and other related inputs, with multiple locations in Atlantic Canada and the State of Maine. You will get to travel across the New Perth region in Prince Edward Island and work closely with the farming community to supply excellent technical support!

We are seeking a results-oriented team player to join us as a **Sales Representative** in our **New Perth, PEI** Territory. The successful candidate will focus on selling Fertilizers and Crop Protectants. They will work closely with the farming community to supply technical support in all aspects of good agricultural practices. Integrity, Vision, Leadership and Passion are essential to this role.

Key Responsibilities:

- Manage existing accounts to determine & execute plans to maximize growth and profitability
- Responsible for business development initiatives to grow the company's customer list, sales volume, and quality of business
- Providing exceptional customer service to both existing and newly sourced customers
- Creating and maintaining all required records and reports necessary to effectively manage the business

Qualifications:

- Post-secondary education in Agriculture or Business
- Agriculture/crop input knowledge and experience required
- Retail crop input and protection sales experience
- Demonstrated experience in developing and maintaining client relationships
- Certified Crop Advisor designation is considered an asset
- Ability to work under pressure in a fast paced environment
- Strong analytical, Organizational, Communication, & Interpersonal skills
- The ability to prepare and present McCain Fertilizer product presentations.
- Excellent computer skills (Excel, Word, PowerPoint, etc)
- Confident, Enthusiastic, Self-Motivated and ability to work with a sense of urgency
- **Fully vaccinated for COVID-19** The health and safety of McCain employees and their families has been our number one priority since the start of the COVID-19 pandemic. Supported by science, and in line with our culture and values, we believe that being vaccinated is the most effective way to protect each other, our families, our customers, and our communities. It is therefore a requirement that the successful candidate for this role be fully vaccinated and have completed the mandatory incubation period prior to the candidate's start date with McCain, subject to reasonable accommodations if you are unable to be vaccinated for protected grounds under applicable human rights legislation (e.g. medical or religious reasons).

About McCain:

McCain Foods is proud to be a family and values-driven company. Our values are integral to our culture, helping to shape how we operate, how we work together and the choices we make. They are a big part of what makes us unique. McCain Foods opened their first production facility in their hometown of Florenceville, New Brunswick, Canada. McCain Foods quickly established itself within the Canadian marketplace and then began a journey to become the world's largest manufacturer of frozen French fries and potato specialties.



McCain products can be found in thousands of restaurants and supermarket freezers around the world. In addition to fries, McCain also produces other foods, including appetizers, oven meals, vegetables, and juice for both the retail and foodservice industries.

Want to learn more about the community? Check out this website: <https://www.princeedwardisland.ca/en/topic/learn-about-pei>

McCain offers full benefits including:

- Health, Vision, and Dental Insurance
- Pension Benefits
- Career Development & Education Reimbursement Assistance
- Apprenticeship, Internship, & Coop support and opportunities

Sustainability and Planet Friendly Practices are at the heart of McCain:

We have embarked upon a journey to create planet-friendly food. We are committed to investing in resource-efficient operations in factories and farms.

- We are moving to 100% renewable energy by 2030.
- Donating 200 million meals to food banks and NGO worldwide by 2025.
- Implementing regenerative agricultural practices across 100% of our potato acreage by 2030.

Equal Employment Opportunity

It is the policy of McCain and each of its establishments to select and employ the best qualified personnel in all facilities and at all locations, to provide equal opportunity for the advancement of employees, including upgrading, promotion and training and to administer these activities in a manner which will not discriminate against any person because of race, color, religion, sex, sexual orientation, age, national origin, non-job related disability or other characteristics protected by applicable federal, state, or local laws.