

- Essential functions and position responsibilities:
 - Create and maintain the highest value to the customer by differentiating yourself and The Rack;
 - Location and customer administration;
 - Meeting and exceeding annual sales goals and profit margin;
 - Implement sales strategies (Customer for Life);
 - Drive sales of all products including protection products, fertilizer, seed, special services;
 - Keep informed of competitor activities within the market area and recommends marketing programs and services;
 - Engage new customers in our research and arrange customer learning opportunities that provide incremental value in coordination with our UY team;
 - Help grow existing/new customers by creating call lists that encompass knowledge of on farm storage and buying patterns;
 - Build client loyalty;
 - Other duties as required.
- Education and Experience:
 - High school graduate or equivalent;
 - College graduate with a Major in an area of Business Administration or Agricultural Science will be given preference;
 - Minimum of 2 years of experience in a position within the agricultural industry, with a diverse portfolio of agricultural experience, primarily in sales.
- Other requirements:
 - Ability to work independently, prioritize responsibilities, exceptional communication skills;
 - Strong interpersonal skills are necessary to increase market share and achieve location goals;
 - Ability to work closely with all levels of staff and management;
 - Proficient in the use of computers and software including Microsoft Office Suite;
 - Technical understanding of the agricultural support industry and ability to identify customer existing and ongoing needs;
 - Familiar with The Rack as a company along with products/services available;
 - Must live near or in the Town of Unity, Saskatchewan.
- Apply: <https://therackonline.prevueaps.com/jobs/241422-32207.html>