



Belchim Canada

GROWING TOGETHER

Technical Services Specialist

About Belchim Canada

Belchim Canada has been a proud supporter of Canadian agriculture for over 25 years, providing a diverse and innovative range of crop protection chemistry, nutritional, and crop management solutions. Headquartered in Guelph, Ontario, Belchim Canada serves fruit and vegetable producers, field crop and cereal farmers, greenhouse operations, the turf and golf industry, and forestry across the country.

Belchim Canada is a subsidiary of Certis Belchim, a global leader in crop protection solutions. Certis Belchim is headquartered in Londerzeel (BE) and Utrecht (NL) with more than 800 engaged colleagues working in more than 23 countries worldwide. Certis Belchim provides employees an experience of a friendly atmosphere among colleagues who are passionate about what they do. We offer a workplace where our employees can accelerate their career. Together, we bring forward a broad portfolio of products informed by world class research and development from around the globe, including innovation driven right here in Canada. Through strong collaboration with growers, researchers, and industry partners, we ensure our solutions deliver reliable performance and respond to the evolving needs of Canadian agriculture.

About the Role

In the role of Technical Sales Representative, you will be the source of information for our customers. Report directly to the National Sales Manager you will develop and execute sales plans primarily for the Northern/Central Saskatchewan territory.

Our ideal candidate will have a strong background primarily in Saskatchewan Agriculture. This is a technical sales role that will require excellent interpersonal skills to build and maintain current relationships with customers to achieve the sales plan goal.

Responsibilities Include:

- Working closely with the Key Account Manager to build a sales strategy for the territory.
- Establishing, developing, maintaining and fostering business relationships with existing and prospective customers in the territory to expand the business opportunities for the company's products.
- Maintaining customer contact, with a plan for existing and prospective customers highlighting needs, challenges, competitive activities and potential for new growth opportunities. Facilitate the resolution of customer enquiries as required.
- Making planned sales calls and presentations to existing and prospective customers, to create product awareness, stimulate demand, advance sales targets, provide technical and marketing information, and provide product stewardship.
- Assisting the Western Sales Manager, Key Account Manager, and Product Managers with in-depth territory information for product positioning and local market knowledge.



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- Keeping Customer Relationship Management (CRM) applications current.
- Interacting with key industry people to provide technical training, product support and gain knowledge concerning market opportunities and challenges.
- Assisting with product development as required.
- Participating in territory events and functions such as trade shows.
- Attending local and some national meetings, conferences and meetings with clients.

Qualifications:

- 3 - 5 years' related sales experience.
- Excellent communication abilities inside and outside of the organization.
- Ability to manage delicate situations with diplomacy and professionalism.
- Ability to think outside the box and bring innovation to problem-solving.
- Committed to maintaining excellent customer service.
- Valid driver's license with reliable vehicle
- Advanced computer skills in MS Office, virtual meeting platforms and presentations.

Inspired?

For more information about this role, please contact Brandy Douglas, HR Canada via email hr.canada@belchim.com. We look forward to receiving your cover letter and resume.

Belchim Canada welcomes applications from all qualified candidates and is able to accommodate persons with disabilities. For more information about accommodation during any stage of the recruitment process or if you would like more information on our accommodation policies, please contact hr.canada@belchim.com