



Job Title: **Horticulture Technical Sales Specialist** (three positions)
Geography: **British Columbia, Ontario & Quebec**
Position Type: **Full-time**

[Cohort Wholesale](#) aspires to be a trusted Canadian wholesaler of preferred-position outdoor fruit and vegetable crop protection products, working with the established distribution and retail channel to service all key markets, creating demand for and maximizing the in-field performance of our suppliers' products to help farmers grow the best crops possible.

As part of a rapidly evolving industry, employees are provided with many opportunities to acquire new and unique skills and subsequently demonstrate them in a dynamic work environment.

Roles & Responsibilities:

- Focus: Synthetic, organic and biopesticide crop protection products for outdoor fruits and vegetables
- Provide agronomic and technical support for retailer and farmer customers
 - Pest and disease identification
 - Make recommendations of preventative / corrective actions
 - Resolve customer complaints according to Cohort Wholesale policies and procedures
- Execute strategies to grow sales and market share within the British Columbia or Quebec territory
 - Manage customer relationships
 - Present technical information at customer meetings
 - Regularly participate in industry events / meetings
 - Development and execution of marketing initiatives
 - Assist management / supplier partners in developing new products, as needed
 - Implement / evaluate product trials and demonstrations
 - Product demand forecasting
- Keep management informed of changes in market conditions
- Maintain customer and stakeholder contact list and log daily business activities for your customers in contact management system.
- Participate in company sales meetings as required by manager

Qualifications:

- Self-motivated
- Personable
- Excellent communication skills
- Quebec: Member (or working toward membership) of L'Ordre des agronomes du Québec
- Previous agricultural experience, particularly in fruit and vegetable production, is an asset
- Post-secondary degree or diploma
- Training will be provided

Please send cover letter and resume to [Scott Hodgins, Manager-Cohort Wholesale \(Scott.Hodgins@CohortWholesale.com\)](mailto:Scott.Hodgins@CohortWholesale.com). Only proceeding candidates will be contacted.