



NORSECO



R&D



EXPERTISE



SELECTION

January 2022

COMMERCIAL SALES REPRESENTATIVE – Vegetable Division

North Shore (Lanaudière)



NORSECO is a proud Quebec-based company that has been in the agricultural business for over 90 years and is now one of the largest distributors of vegetable and flower seeds, seedlings and multi-cells in Canada. The successful candidate will join a team of experienced representatives working in a pleasant environment. NorsecO encourages the continuous training of its personnel and offers professional development opportunities to employees who wish to do so.

Reporting to the Sales Manager / Start date: as soon as possible.

Main responsibilities

- Present, promote and sell our products and services to existing and potential customers.
- Analyze customer needs and propose (advise) of best quality/price balance products.
- Establish and develop positive relationships with customers.
- Taking of orders and ensure prompt follow-ups.
- Prepare administrative reports.
- Make deliveries (occasionally).
- Support and participate in the Research and Development Department.

Qualifications

- Three to 5 years' experience in sales in a field related to agriculture.
 - College diploma in Agri-food technology or relevant experience.
 - Very good verbal and written communications skills in French and English.
 - Autonomy, dynamism, interpersonal skills and leadership.
 - Excellent communication skills and exemplary customer service attitude.
 - Stress management.
 - Good physical capacity.
 - Knowledge of Word, Excel and Outlook software.
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- ❖ Job status: Full time.
 - ❖ Work schedule: 40 h / week / (8 h day) – 35 h / week (summer schedule)
 - ❖ Cell phone and vehicle provided.
 - ❖ Competitive benefits: extended medical insurance coverage; telemedicine; sick days; annual bonus, etc.
 - ❖ Compensation based on experience and qualifications.

If you are interested in joining our team, please send your resume to Christian Chartrand at ccha@norsecO.com or by phone 514 332-2275 ^ 3030.