



OUTSIDE SALES REPRESENTATIVE

JOB SUMMARY

Livestock Water Recycling (LWR) is on a mission to help livestock producers manage nutrients, conserve water, and improve the sustainability of their operations through advanced on-farm technology. We're seeking a driven and solutions-focused Outside Sales Representative to join our growing team and connect producers with cutting-edge manure treatment technology. In this role, you will be responsible for developing and maintaining relationships with customers, promoting LWR technology, and achieving sales targets.

If you have a passion for agriculture, a proven track record in sales, and excellent communication skills, we encourage you to apply. The ideal candidate will have a background in agricultural machinery/equipment sales, strong communication skills, and the ability to manage multiple sales processes simultaneously.

This is an excellent opportunity for an ambitious, career-oriented individual desirous of being part of a growing organization with the ability to impact future success. This role is for someone who wants to make a difference with their career as LWR works to recycle a billion gallons of water this year and recycle valuable fertilizers and organics. Our passion is the environment and providing green technology to our clients.

REQUIREMENTS

- Proven experience in outside sales, preferably in equipment sales.
- Strong knowledge of agricultural practices and equipment.
- Excellent communication, interpersonal, and negotiation skills.
- Ability to build and maintain strong customer relationships.
- Self-motivated, results-oriented, and able to work independently.
- Valid driver's license with clean record.
- Ability to travel outside of Canada and currently hold a valid passport
- Bachelor's degree in business or a related field is a plus.

RESPONSIBILITIES INCLUDE, BUT NOT LIMITED TO

- Developing and implementing sales strategies to achieve sales targets.
- Identifying and prospecting new customers in the agricultural sector.
- Building and maintaining relationships with existing customers.
- Conducting product demonstrations and presentations as required.
- Accurately develop proposals, prepare quotes, and follow through on delivery milestone.
- Attending industry events and conferences to network and promote our products.
- Collaborate closely with engineering, marketing, and inside sales to ensure alignment and customer satisfaction
- Meeting and exceeding sales key performance indicators (KPIs).
- Updating and maintaining CRM with accurate customer information, sales activities, and sales pipeline data.
- Providing excellent customer service and support before and after the sale.
- Keeping up-to-date with industry trends and competitor activities.





WORKING CONDITIONS

This position requires travel within the assigned territory. Trip frequency is approximately one sales trip per month. The work environment may include exposure to outdoor weather conditions and will often be in rural settings. Occasional evening and weekend work may be required to attend industry events and meet customer needs.

TO APPLY

Complete the Candidate Profile and submit your resume through the link. [APPLY HERE.](#)

Thank you for considering LWR in your career search. We thank all applicants for the time taken to complete a job application, but only those selected will be contacted.

