



The Sales Representative is a superior customer service expert and has impeccable communication skills. Supporting the sales team and collaborating with marketing, the Sales Representative will manage and develop new leads, assess customer needs promptly and efficiently, make product recommendations, provide accurate information regarding product details, take sales orders and ensure that information is recorded accurately to ensure that we exceed the customers' expectations.

This is an excellent opportunity for an ambitious, career-oriented individual desirous of being part of a growing early stage organization with the ability to impact the 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. We offer competitive compensation and benefits as well as exceptional career growth potential.

### Key Responsibilities

- Manage and develop a defined customer base within your geographical territory
- Provide expert knowledge of the LWR System and its benefits to crop growth
- Visit producers on their farms and identify their agricultural needs specific to manure management, agronomy and crop production, contributing to increased sales volumes and overall location profitability
- Develop opportunities for live demonstrations and tours with customers
- Completing the order process which includes offering proposal terms; sourcing of additional products; and generating sales orders;
- Accurately enter quotations and orders into the system;
- Process orders to completion and provide after sales follow up
- Confirm details of delivery according to scheduled times and commitment dates.
- Verify all items are available for the customer as scheduled and flag any issues to production
- Ensure customers are provided with accurate pricing, inventory, and delivery information;
- Work with Marketing to collaborate on daily social media account activity and engage community users
- Receive all inbound calls for LWR and re-direct to other staff members where necessary
- Make sales calls to new and existing customers
- Preparing quotations and process orders on behalf of outside sales staff;
- Responding to customers requests and inquiries in a timely manner;
- Responsible for achieving sales targets and objectives as set by manager;
- Required to understand customer needs and promote and up sell products and offer product knowledge to customers
- Adheres to company safety policies and regulations;

### The Ideal Candidate will possess:

- Passion for agriculture and the environment
- Background in agronomy employment or education
- Minimum 2 years industry experience
- Recently graduated with a bachelor's degree, specialization in agronomy an asset
- Must be computer literate, knowledge of ACT CRM would be an asset.
- High level of commitment to exceptional customer service; establish and maintain effective relationships with customers
- Knowledge of water treatment or agricultural products an asset
- Strong negotiation skills with both external and internal groups is required
- Demonstrated initiative with the ability to work in a collaborative team-based environment
- Highly organized in prioritizing work and multi-tasking
- Organized, self-directed and self-motivated
- Excellent time management skills





- Excellent oral and written communication skills
- Have a positive and upbeat attitude
- Ability to relate to growers in both practical application as well as new crop science technologies
- Must be willing to learn new processes, agronomic practices, and other skills that may be required

### Compensation

- Salary + commission
- Comprehensive benefits package available

### Working Conditions

- Sitting for long periods of time
- 40 hours a week
- Remote work (must be able to establish a suitable workstation at home)
- 10 - 20% Travel
- Farm Tours

## APPLICATION INFORMATION

For funding requirements, you must meet the following criteria:

- Canadian citizen, permanent resident or have refugee status
- Eligible to work in Canada without sponsorship

Please submit your cover letter and resume to [careers@livestockwaterrecycling.com](mailto:careers@livestockwaterrecycling.com)

Thank you for your consideration, but only those selected for an interview will be contacted.

No agencies please.

