

Business Development Specialist – Standard



Reports to: Business Development Lead

Position Supervises: N/A

Summary: To sell and support DynAgra's products, packages and programs

- Core Competencies**
- Customer Focus
 - Communication
 - Energy and Stress
 - Team Work
 - Quality Orientation
 - Adaptability/ Flexibility
 - Time Management
 - Creative and Innovative Thinking
 - Problem Solving
 - Development and Continual Learning
 - Result Focus
 - Accountability and Dependability
 - Ethics and Integrity
 - Providing Consultation
 - Staff Management
 - Decision making and Judgement
 - Coaching and Mentoring
 - Leadership
 - Enforcing Laws, Rules and Regulations
 - Mediating and Negotiating
 - Planning and Organizing

Job Duties

- Sell and differentiate product lines to DynAgra's customers
- Participate in overall sales planning
- Execution of the corporate sales plan with the Manager - Business Development
- Daily usage of Customer Relationship Management software (CRM)
 - recording all sales information (sales calls, meetings, crops plans, etc.)
 - act upon tagged clients (sales leads, sales notifications, etc)
- Grow business through existing clientele
- Identify and develop new clientele
- Handle customer complaints and solve any issues put forth
- Develop and execute promotional territory budget within the overall corporate promotional budget
- Protect the organization's value by keeping information confidential
- Update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations
- Enhance the organization's reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments
- Always maintain professionalism, tact, diplomacy, and sensitivity to portray the company in a positive manner

Requirements

- 5 – 10 years of territory sales experience
- A degree or diploma is preferred but not a pre-requisite (Business Management, Marketing or Agriculture)
- A good understanding of agriculture with a practical farming background is an asset
- Must have excellent oral and written communication skills

- Must have the ability to undertake customer's needs analyses on an ongoing basis
- Must have excellent diagnostic skills
- Must have the ability to perform both cold and warm calls and close a sale
- Must have good computer skills and a working knowledge of Microsoft programs
- Must have good customer relations' skills
- Must be able to work both independently and as a team player
- Must be willing to learn
- Previous experience with a CRM program an asset
- Must be willing to expand knowledge base about products, packages and programs
- Needs good negotiating skills
- Must be willing to work in a fast paced changing environment
- Ability to identify measures of performance and actions needed to improve or correct performance
- Well spoken and have the ability to speak clearly and confidently in all business settings
- Motivate, inspire, provide and accept feedback to and from employees
- Possess prioritization skills necessary to use time effectively and set action plans to achieve business targets

Work Conditions

- Must be willing to work in a highly mobile sales call environment
- Willing to work flexible hours to accommodate the seasonal nature of the industry
- Must have a valid class 5 driver's license
- Be prepared for considerable amount of driving to and from sales calls which may or may not include driving in treacherous weather conditions

Work environment involves exposure to potentially dangerous materials and situations that require following detailed safety precautions (such as wearing respirators, handling hazardous materials and working with industrial machinery).

All requirements are subject to possible modification to reasonably accommodate individuals with disabilities. Some requirements may exclude individuals who pose a direct threat or significant risk to the health and safety of themselves or other employees.

This job description in no way states or implies that these are the only duties to be performed by the employee occupying this position; they are representative but not all-inclusive.

Requirements are representative of minimum levels of knowledge, skills and/or abilities. To perform this job successfully, the incumbent will possess the abilities or aptitudes to perform each duty proficiently.

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DynAgra Corp., an independent Western Canada-based Company, is dedicated to providing growers with the tools to manage the risk and maximize the profitability of their farm business through the continued innovation of agricultural products and services. We are committed to developing and providing growers with the latest in precision agronomics, variable rate technology, soil fertility, crop protection, fertilizers, custom application and financial solutions. DynAgra is presently recruiting a Business Development Specialist for our Standard location.