



Job Title: Horticulture Technical Sales Specialist
Geography: Province of Quebec
Position Type: Full-time

[Cohort Wholesale](#) is 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' technology assisting farmers to maximize production.

As part of a rapidly evolving industry, employees are provided with opportunities to acquire new 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 inquiries according to Cohort Wholesale policies and procedures.
- Execute strategies to grow sales and market share within the Quebec territory.
 - Manage customer relationships.
 - Present technical information at customer meetings.
 - Regularly participate in industry events / meetings.
 - Development and execution of marketing and sales initiatives.
 - Assist management / supplier partners in developing new products and technology.
 - Implement / evaluate product trials and demonstrations.
 - Product demand forecasting.
- Management and communication of market conditions.
- Maintain customer and stakeholder contact list and log of business activities in contact management system.
- Participate in company sales meetings as required by manager.
- Expected working hours will be Monday to Friday with occasional weekend work.

Education and Experience:

- Candidates must be self-motivated, personable with excellent communication skills.
- Previous agricultural experience, particularly in fruit and vegetable production, is an asset.
- Bachelor's in Agronomy and a Member of The Order of Agronomy of Quebec or future member
- Training will be provided

Benefits:

- Full benefit package available.

Please send cover letter and resume to Tracy McDonald (tracy.mcdonald@plantproducts.com).
Only proceeding candidates will be contacted.