

Agriculture Sales Specialist



We are currently seeking an energetic, self-motivated **Agriculture Sales Specialist** to manage grain bin system sales throughout the Eastern Ontario territory. This role is primarily responsible for generating and closing sales opportunities with new and existing customers. Based out of Winchester but reporting to the Elmira head office, this role works closely with the leadership team and our valued customers to provide custom grain handling solutions.

Who We Are

Horst Systems is an industry leader in the design and construction of custom grain handling and storage systems in Ontario. Dedication to quality, innovation and excellence in customer service makes us the choice for farmers and agri-businesses. We recognize that our success is achieved through our hard-working and dedicated teams.



Why join us?

- Competitive salary and benefits package including Health Care Spending Account, bonus and defined contribution pension plan
- Channel your professional sales expertise into a rewarding agri-business career
- Career growth and development opportunities in an established and growing organization

Key Responsibilities

- Develop and maintain in-depth knowledge of our products and quality standards
- Frequent travel throughout Eastern Ontario to connect with customer base
- Initiate sales process by scheduling appointments, making sales presentations and understanding each customer's unique needs
- Prepare and administer sales quotations, contracts and all other sales related documentation
- Represent the Company with a high level of professionalism while being able to connect with a variety of agricultural customers
- Set goals and objectives to match Company initiatives
- Prepare sales reports and internal documents for leadership team

What you bring

- Post-secondary education related to Agri-Business Management or equivalent sales experience related to the agricultural sector
- Minimum 3 years' experience in consultative sales and related customer service
- Strong technical and mechanical aptitude to understand our equipment and operation
- Ability to read structural drawings
- Mathematical ability to work with pricing, markups, margins and other pricing functions
- Valid driver's license and ability to travel to sites throughout Ontario
- Proficiency in Microsoft Office Suite
- Strong interpersonal skills to build rapport and relationships with customers
- Familiarity with construction concepts and agriculture considered an asset

Ready to apply? Forward your resume with cover letter to recruiting@horstsystems.com

We thank all applicants for their interest, however, only those selected for further screening will be contacted. Horst Systems Ltd. is dedicated to maintaining a respectful, fair and equitable work environment, and welcomes submissions from all qualified applicants. If accommodation is required during the selection or interview process, it will be available upon request. This job posting is available in an accessible format upon request.