



**Scotts Canada Ltd.
Job Description & Specification**

JOB TITLE:	Sales Representative—Québec (West) and Ontario (East)
DEPARTMENT:	Sales
RELATIONSHIPS:	Head of Sales

To complete our team, we are currently looking for a:

You will be responsible to maintain and develop strong and lasting business relationships with our existing and potential customers which will result in profitable sales for the company. You will be asked to cover both, Quebec (West) and Ontario (East) territories.

You should also be able to work independently and efficiently within your territory. Furthermore, you will be asked to build professional relationships with the internal and external sales teams to be successful in your career.

Among other things, you will be asked to:

- Advise customers technically on optimal use of growth substrates;
- Develop new business opportunities with existing customers;
- Prospect new clients within your territory;
- Set up profitable agreements;
- Reach sales targets in your territory;
- Offer training in the garden centers;
- Participate in various trade shows;
- Implement the company's marketing strategies;
- Implement company policies and adopt the values of the company;
- Assist customers during special events (ex: open house events).

If you possess the following qualifications, you are the person we are looking for:

- 2–3years of sales experience;
- Knowledge of horticulture;
- Energetic and creative;
- Self-governing;
- Bilingual (French/English);
- Excellent communication skills, both oral and written;
- Strive to give an excellent customer service;
- Ability to influence.

In return, we offer a very competitive wage, a bonus plan, a company car as well as a benefit program.

You are interested? Please send your resume and cover letter by email to fafardressourceshumaines@scotts.com or by mail at 771 Main Street, St—Bonaventure (QC) J0C 1C0.

Scotts Canada Ltd respects the principle of equity in employment.