

EastGen is a dynamic organization that is committed to developing value-added solutions to ensure our customers achieve their goals through genetic excellence and innovative technologies. We are currently seeking an enthusiastic career focused sales professional for the position of Regional Sales Representative. This role requires a highly energetic individual with exceptional communication and people skills and a background in agriculture and sales. At EastGen we believe that people truly are the cornerstone of our business, and that our employees are the key to our success.

Location: the territory will include Waterloo region, Northern Oxford and Southern Perth counties. The ideal candidate will live within a reasonable distance or be willing to relocate within a reasonable distance from the service area.

Key Areas of Responsibility:

- Using EastGen's solutions approach to help producers reach their genetic and reproductive goals through the sale of genetics and farm products
- Maintain and develop a roster of future clients
- Effectively negotiate and close business within a sales territory
- Work with a team of technicians and support staff
- Periodically participate in industry events where you will help educate and challenge the industry
- Stay ahead of the competition by participating in company training and meetings

Required Competencies:

- Commitment to helping farmers achieve their goals
- Passion for genetic improvement
- Proven track record of effectively managing your time and energy to achieve results
- Ability to learn and use various technologies to support the sales function
- High achiever who thrives in a rewards-based compensation system
- Motivated team player with the ability to balance working independently with company objectives
- Great listener, negotiator, and advocate for the producers you serve
- Strong sense of self-discipline and results orientation
- Hold yourself accountable to a high standard of honesty, integrity, and respect for farmers and fellow staff
- A valid driver's license and clean driving record
- A diploma or degree in Agriculture or equivalent work experience in the AI/dairy industry or related field is preferred.

Perks: EastGen, a leader in the industry, offers a progressive and challenging work environment and competitive compensation package that includes performance bonuses. We are committed to continuous learning and professional development and provide ongoing training opportunities through the EastGen Learning Centre that build on our strengths and develop our talent. You will be supplied with a company-owned vehicle, tablet, cell phone and the necessary equipment with which to provide service to our customers.

EastGen encourages people with disabilities to apply for open positions. Accommodations will be available upon request for candidates participating in the various stages of the recruitment process. Please contact: careers@eastgen.ca.

Submit application by: July 30, 2021

Email: careers@eastgen.ca

7660 Mill Road, Guelph, ON N1H 6J1



“Invested in Your Future”