



TSM Commercial Sales, Atlantic Canada

The Territory Manager creates demand at end user level and manages sales to the channel distribution network in a geographical region of Atlantic Canada focusing on the marketplace. Partner with the sales force of the distribution partners and/or Bayer's sales team to drive the consumption of our products in the region. Key account management of golf course and distribution sales representatives.

This is a permanent field-based position covering Atlantic Canada.

What you will do:

- Build and maintain relationship with the distribution network in the region.
- Build and maintain relationships with the Golf and Lawn Care customers in the region.
- Drive the external sales force (e.g., agents/distributor reps/retailers) to create value for Bayer range of product.
- Work with key influencers to install and demonstrate the value of Bayer products and services.
- Manage time and focus across multiple market segments.
- Create and present the product line review to the customers and end users in the region.
- Provide the high level of technical product training and support to the key customers and end users with the support of appropriate Bayer Technical Development Manager.
- Create demand at the end user level. Analyze end user regional sales monthly and propose market share development plans to management on a quarterly basis.
- Report market evolution and competitor activities monthly.
- Manage customer complaints and inquiries within area with support from regional stewardship managers.

Who you are:

- Achieves or exceeds territory sales budgets.
- Advanced knowledge of crop protection and the seed business.
- Strong agronomic skills.
- Understanding of regional market issues affecting this territory.
- Bachelor's Degree in Science or related discipline, or equivalent work experience.
- Excellent presentation and selling skills, including use of support software.
- Excellent English communicator. (French is an asset)
- High capacity to define priorities and to allocate time resources.
- Excellent technical knowledge Golf and Lawn Care marketplace.
- Strong knowledge of application equipment would be an asset.
- Ability to manage execution of all channel programs and marketing concepts.
- Precise and concise reporting.
- Valid driver's license in good standing and ability to operate motor vehicles safely.

This position requires full vaccination against COVID-19.

What we offer:

- Competitive compensation and rewards package
- Collaborative, diverse and inclusive culture
- Career development and global opportunities
- Work-life flexibility programs such as flex hours, employee discounts, volunteer days, wellness, and other employee offerings

Bayer is committed to fostering, cultivating and preserving a culture of Inclusion and Diversity. We embrace and encourage our employees' differences and believe that our people are our most valuable asset. The collective sum of individual life experiences, knowledge, innovation, self-expression, unique capabilities that our employees invest in their work represents our culture, reputation, and Bayer's values and purpose.

Learn more about our values and purpose at: <https://www.bayer.com/en/ca/canada-our-purpose-values>

All referral candidates must first be submitted via our internal referral system by a current Bayer employee in order to participate in the referral program. Once a Bayer employee has successfully referred you in our system, you will receive an automated email with instructions on how to complete your application.

Application Deadline: *April 30, 2022*

#LI-CA

#LI-Remote

Bayer welcomes and encourages applications from people with disabilities. Candidates participating in our selection process requiring accommodation due to a disability or medical need are encouraged to notify the Bayer representative that they will be meeting with to ensure appropriate arrangements can be made.

Location:

any Atlantic Canada City

Division:

Crop Science

Reference Code:

586601

Click [here](#) to apply.