



INTERNATIONAL RAW MATERIALS LTD

## **Sales Representative Fort Saskatchewan, AB**

International Raw Materials LTD (IRM) markets and distributes crop nutrients and industrial commodities through our extensive distribution system. We are committed to connecting agricultural and industrial customers to critical inputs through innovative, safe, and sustainable logistics solutions.

This position offers an excellent opportunity for an energetic individual looking to bring a strong skill set in relationship building and customer engagement to cultivate accounts into long-term customers and reach sales goals.

### **Duties and Responsibilities:**

- Prepare sales strategies and negotiate supply agreements with a diverse group of agricultural and industrial clients
- Follow internal sales processes in compliance with contract terms and applicable regulations
- Identify and report on additional supply sources and other business opportunities to expand product offerings to a growing customer base
- Collaborate with other departments to support the ability to make data driven decisions
- Monitor shipping schedules, shipping routes and plant inventory to ensure timely movement of product, optimal logistics and minimized costs.
- Work with internal and external parties to perform root cause analysis for both operational and commercial nonconformances
- Promote social responsibility and sustainability in our industry and communities
- Provide input and assistance to other functional areas inclusive of quality, service and safety, to improve processes and customer satisfaction levels
- Other duties and responsibilities, as assigned

### **Candidate Profile:**

- Bachelor's degree in Agriculture, Business Administration, or related field
- Minimum of 5 years' progressive sales and business development experience
- Passion for sales and client relationships
- Strong knowledge of the Canadian agricultural industry including logistics, storage, and warehousing
- Proven ability to develop creative solutions
- Demonstrate a strong commitment to safety and focus on continuous improvement.
- Experience in developing and maintaining domestic and international client relationships
- Understanding of all aspects of business development, such as identifying target markets, securing contracts, and building client relationships
- A team player with the ability and understanding of how to operate in a dynamic environment
- Ability to prioritize and manage multiple responsibilities simultaneously
- Strong organizational skills and attention to detail
- Solid verbal and written communication skills, including experience in conducting sales presentations and networking
- Strong analytical and problem-solving skills along with the ability to take initiative
- Ability to travel at least 50% of the time both domestically and internationally
- Proficiency in Microsoft Office Suite, SharePoint, Microsoft Teams, and SAP

**\*If you are interested in applying for this role, please send your resume to [HR\\_grp@irm.com](mailto:HR_grp@irm.com)**