

FIELD SALES REPRESENTATIVE (BC & AB) (FULL-TIME)

SYLVIS CAREER OPPORTUNITY

WHO ARE WE?

SYLVIS is an established residuals management firm that provides professional environmental consulting and operational services to a wide range of clients in both the private and public sectors. SYLVIS exists because we believe that our sustainability is intrinsically linked to our ability to manage our residuals through innovation. For more information on what we do, visit our website at www.sylvis.com.

WHAT WILL A FIELD SALES REP DO?

While your base location is not specific, you are strategically located within BC (i.e. Lower Mainland, TNRD, Prince George, etc). You will report directly to the Senior Agronomist. Your mission is to promote our products and services in existing markets while identifying and establishing new markets and ensuring the highest level of customer satisfaction. You are someone with excellent communication skills that is extremely well organized and are comfortable working within the agriculture, forestry and mining industries. Your major responsibilities include:

- Developing new end-user accounts throughout BC, Alberta and other territories as required
- Supporting and managing existing end-user accounts
- Cold-calling, networking and liaising with potential customers, stakeholders and industry associations (agriculture, forestry and mining)
- Working with a team of project managers, operations staff and environmental scientists to help deliver successful projects
- Meeting and exceeding annual sales targets
- Participating in trade shows, workshops, field tours and industry specific conferences
- Developing educational presentations and presenting to various stakeholder groups
- Assisting in the development of marketing strategies and materials
- Maintaining budgeted sales expenditures

WHAT DO YOU NEED TO SUCCEED IN THIS ROLE?

Our business is built on our technical expertise, our exceptional customer service and our team-based approach to project delivery. To excel in this position, you need to be prepared to deliver outstanding service by drawing on your education, background and previous experiences. You have:

- A post-secondary education in a related discipline: agriculture/animal sciences, forestry, soil/plant science, residuals management and/or sales (experience may substitute for education)
- 2 - 3 years of experience in agricultural production (farming, ranching, nurse, turf grass, etc.) and/or agricultural sales, forestry, mining operations, environmental planning or other industry sales
- Excellent ability to communicate technical information to customers, stakeholders and the general public

- An approachable nature and ability to connect with farmers, ranchers, foresters and land owners
- A “hunter” mentality towards new customer acquisition coupled with an “attention-to-detail” orientation towards customer retention
- Knowledge and experience with Microsoft Office (Word, Excel, PowerPoint), Google Earth and other mapping software products
- Experience and familiarity with residuals management (ash, biosolids, pulp/paper sludge, wood waste, etc.) is considered an asset
- Experience working in consulting and/or customer service is considered an asset

As a member of an interdisciplinary team of professionals you will bring the following qualities to the position:

- A can do attitude, superior attention to quality and the ability to get the job done on schedule and on budget
- Exceptional time management, organizational and communication skills
- Ability to work outdoors in adverse weather conditions
- Ability to travel up to 75% of your time (a valid driver’s license is required)

WHAT DO WE OFFER OUR EMPLOYEES?

We are passionate about what we do and believe in continuous improvement. SYLVIS offers a healthy, dynamic, fast-paced team-orientated work environment, a commitment to ongoing professional development, the opportunity for rapid growth, and a benefits package. SYLVIS emphasizes professional integrity and the highest work quality that continues to exceed our client’s expectations. We believe that our team-based approach to project delivery and problem solving makes us stronger; all employees have a critical role in project delivery and are valued for their unique skill sets. We like to have fun and celebrate our accomplishments and appreciate a good sense of humour.

HOW TO APPLY?

If you are interested in this position, we would like to hear from you! Send a cover letter and resume in confidence by visiting our website at www.sylvis.com/our-company/careers. In your cover letter, please include a response to the following questions:

- What key skills will you bring to SYLVIS?
- What skills would you like to gain and develop while working for SYLVIS?

We recommend that you submit your application as early as possible as applications will be reviewed as they are submitted.