



AGRICULTURE RETAIL SALES REPRESENTATIVE

ABOUT THE ROLE:

As Morrall Companies, LLC. continues to grow, we are looking for passionate, hard-working team members that live our values and help us create new ideas, serve customers, improve our processes, build teams, and manage our growth. The purpose of this role is to work with our valued customers to build our brand as we grow our retail divisions. Our Retail sales team members work with local farmers and growers, promoting top-quality fertilizer products and services to meet and exceed their crop production goals.

- Responsible for meeting and exceeding annual sales goals and profit margin objectives as set by the company.
- Implement an on-farm based sales strategy to promote Morrall Companies, LLC. products and services.
- Maintain and analyze a database/record of customer profiles (product usage and service requirements) in order to identify, categorize, and prioritize customer base.
- Provide timely service as well as agronomic information and advice to current and potential customers.
- Keep informed of competitor activities within the market area and recommends marketing program and service revisions.

THE SUCCESSFUL CANDIDATE:

- Certificate in Agriculture, Agri-Business Certificate, or equivalent post-secondary education, preferred.
- 3+ years of progressively responsible agri-business and/or sales experience
- 2+ years sales experience
- Proven track record of growing and maintaining a customer base.
- Excellent oral/written communication skills.
- Well-developed presentation skills.
- Self-Motivated
- Excellent customer relations skills.
- Open to travel up to 40%.
- Valid driver's license.
- CCA or P.Ag. accreditation, an asset.

ABOUT THE TEAM:

Morrall Companies has an exceptional sales staff that goes above and beyond for every customer. This team works hard ensure each customer is satisfied, cultivates strong partnerships with suppliers, and maintains strong relationships with our vendors. Our sales team believes in quality customer satisfaction and ensures each sales transaction is handled professionally from start to finish. Morrall companies is committed to excellence no matter the size of the order. Our staff understands that sales in the foundation of our growing business. This team strives to make a difference in Agriculture both locally and internationally.

ABOUT THE COMPANY:

Morrall Companies, an independently owned LLC., was founded in 1963 as a family business serving the local farm community. Since that time, our organization has grown into several business groups that offer solutions to every need. In addition to retail operations serving our country's farmers, Morrall Companies offers manufacturing, packaging, and wholesale distribution of a wide range of agriculture products, and beyond. Today, Morrall is one of the country's largest formulators and manufactures of liquid fertilizer serving farmers and professionals in the agricultural and lawn/garden industries. Additionally, we formulate and package a wide variety of liquid and dry products. We take pride in our knowledge of the products we manufacture, package, and distribute, as well as our ability to provide our customers with the highest levels of service. Our products reach retail, wholesale, professional, and industrial markets and can be found anywhere from local fertilizer dealer's warehouse to the shelves of national and international retailers.

**WHAT YOU WILL ENJOY:**

We have a remarkably talented workforce that we value above all else. We are fully invested in our growing workforce, and it is important to us that we offer a competitive benefits package. We provide our employees hands-on training, compensation based upon your individual contribution, as well as company success, and unlimited support as you continue to grow in your role. We appreciate our current team members, as we recognize they are an essential part of our growing business. Morrall Companies offers a full range of employer paid or partially paid benefits including:

- Excellent Compensation
- Health Insurance
- Dental Insurance
- Vision Insurance
- Long-term Disability
- Short-term Disability
- Accidental Death or Dismemberment
- Basic Life Insurance
- Supplemental Life Insurance
- Flexible Spending Account
- Defined Contribution Plan/Profit Sharing Plan
- 401K/Roth Plan
- 401K Match
- Confidential Employee Assistance Program

ADDITIONAL BENEFITS YOU WILL ENJOY INCLUDING:

- Paid Vacation
- Paid PTO
- Paid Holidays
- Teladoc Services
- Wellness Program/Medical Deductions

Morrall Companies, LLC. Provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.

TO APPLY, PLEASE EMAIL HR@MORRALCOMPANIES.COM