



Advantage Co-op is hiring an Ag Equipment Sales Supervisor at our Crop Input Location.

Who we are:

Co-op does business differently. As a co-operative, we believe in working together to serve Western Canadians, delivering profits back to our communities and investing in sustainable growth. To learn more about who we are and how you can help bring our brand to life.

What you'll do:

Reporting to the Ag Equipment Manager, the Ag Equipment Sales Supervisor provides expert advice and consults with producers on ag equipment. The Ag Equipment Sales Supervisor will develop customer relationships, keep up to date with current market trends as well as product knowledge and practices. This position will focus on customer relations while supporting the overall growth, sales, and profitability of the site.

- Customer contact to generate leads and create sales.
- Understand local producer needs and offer company product and services to optimize agricultural output.
- To help attain the Ag equipment sales budget, gross margin, and budgeted inventory levels / Develop and implement effective sales strategies to achieve and exceed revenue targets.
- Promote high level customer satisfaction and develop relationships through trust, service, and integrity.
- Successfully cross sell other areas of the ag business
- To aid in the coordination, set up, and delivery of farm equipment products.
- Lead and conduct strategic analysis on costing and pricing for Ag Equipment, as well as supplier marketing programs, and determine/implement appropriate measures to ensure adequate inventory and service levels to meet profitability targets.
- Analyze market trends, competitor activity, and customer needs to identify sales opportunities.
- Build and maintain strong relationships with key clients, dealers, and strategic partners.
- Monitor customer feedback and incorporate it into the sales strategy and product development.
- Participate in marketing discussions alongside the Equipment, Crop and Fuel Managers and apply an expert level of operational knowledge, commodity direction and organizational skills to assist in product and service procurement.
- Other duties as assigned.



Why it matters:

Our team provides a range of products and services to support our member-owners. Through the work that we do, we help to build, fuel, feed and grow Western Canadian communities together.

Who you are:

- Bachelor's degree in agriculture or a related field.
- Farming background is considered to be a great asset.
- Class 5 G Endorsement is an asset.
- Proven experience in managing agricultural equipment operations.
- Strong knowledge of various agricultural machinery and their maintenance requirements.
- Leadership and supervisory skills, with the ability to motivate and guide a team.
- Excellent organizational and communication skills.
- Familiarity with safety regulations and compliance standards in agriculture.
- Problem-solving and decision-making abilities.
- Willing to Travel.

Our Team Members receive competitive salaries, a comprehensive benefits package, and an employer-contributed pension plan. We encourage our Team Members to take advantage of learning opportunities, to grow and develop and to foster a culture of teamwork and innovation.

At Co-op, we embrace diversity and inclusion, and we're working to create a workplace that is as diverse as the communities we serve. We support and provide an environment that allows all to bring their whole selves to work.

Please send us your resume at bdhruve@advantagecoop.ca by **June 28, 2024**.

We thank all candidates for their interest; however, only those selected to continue in the recruitment process will be contacted.