



**Title:** Account Manager

**Location:** Portage, MB

**Shur-Gro Farm Services** is an independent agricultural input retailer. We sell crop nutrition and protection products as well as custom application and consulting services to our customers. We know that our success depends on the quality of our people. We value our employees and offer a healthy work environment that focuses on growing and developing people.

Shur-Gro has an industry reputation for operating with integrity, an unprecedented record of staff retention, and a winning-team philosophy. A great career awaits the right person.

**Purpose:** The Account Manager interacts directly with clients on a first-hand basis to build relationships with growers and industry representatives. Communicating effectively will come easily to a successful Account Manager.

**Expected Duties:**

- Ask great questions, listen, and observe to identify the existing and future needs of the agricultural producers in the Shur-Gro area.
- Proactively solicit the business of targeted potential key customers.
- Be the primary liaison between the customer and Shur-Gro, with intent on selling the entire suite of products and services that Shur-Gro provides.
- Be a key part of the sales team in our Portage office and represent our brand within the community and surrounding service area.
- Develop strong business relationships with our farm customers based on sound agronomy and customer service.

**A successful Account Manager will:**

- Possess the ability to create meaningful connections and market Shur-Gro products and services.
- Enjoy meeting new people and building long-lasting relationships.
- Share our passion for agriculture and crop production.
- Value our customers as much as we do.

**We hire great attitudes and train the rest.**

Resumes should be sent prior to **May 12, 2023**, to ensure they are considered in the application process.

Please email resumes to: **Frank Perrin**    [frankperrin@shur-gro.com](mailto:frankperrin@shur-gro.com)

Drop off in person to: **Shur-Gro Farm Services Attention: Frank Perrin**

**Thank you to all applicants for their interest; however only applicants selected for interviews will be contacted.**