



## **Streaming Sales Representative (Grain Buyer)**

Input Capital Corp. is a rapidly growing innovator on the western Canadian agriculture scene. While the company is only five years old, we've already raised over \$110 million from investors and have a market capitalization of about \$200 million. We're based in Regina, Saskatchewan, and are listed on the TSX Venture Exchange under the symbol INP.

To fuel our continued growth, Input Capital is hiring a Streaming Sales Representative for the Peace Country of northern Alberta. The ideal candidate will have hands-on grain & oilseed farming experience, a good understanding of farm finance, agronomy, and grain marketing and markets. As this is a direct sales position, comfort and confidence for farm-gate cold calling is a critical quality and crucial for your success. Since Input Capital is a relatively new company in the grain buying sphere, this position is an excellent opportunity for an entrepreneurial minded individual to build a lucrative sales career.

Key responsibilities include:

### **Territory Development & Ongoing Relationship Management**

- Go to and be where canola farmers are; farm visits, auctions, combines, seeders, shops, bin sites
- Continual prospecting, self-lead generation, cold calling
- Developing trust relationships with farmers
- Constructing comprehensive understanding of the producers' business from inputs to inventory
- Identify and work geographic areas to develop new relationships
- Attend trade shows, farm shows and other industry events to promote the company and streaming among farmers
- Uncover business opportunities with your prospects and manage them through the sales process
- Ongoing customer support including repeat farm visits as required
- Providing regular updates on prospecting and business development to Head Office
- Understanding your sales pipeline to provide accurate forecasting to Head Office
- Manage relationships with existing clients when required

### **Presenting & Selling Streaming Contracts**

- Communicating the concept of agriculture streaming to prospective clients at trade shows, by telephone, and face-to-face
- Working with canola producers to uncover a need for our products and presenting the plan and contract on farm, face-to-face
- Managing the sales process of new streaming contracts from beginning to end, from customer to Head Office
- Serving as the liaison between the farmer and Input's due diligence process

Preference will be given to an individual who possesses:

### **Experience & Skills**

- Success in a commissioned sales environment within the Ag Industry
- Proven personal sales process and a track record of getting deals done
- Comfort working with an MS Excel-based program
- Large network of grain farmers as initial prospects
- Zero face-to-face call reluctance. Cold calling to farm sites is crucial to your success
- Thrive in a high-activity and high call volume sales environment
- Experience and knowledge of grain & oilseed farming in western Canada
- Clear and comprehensive understanding of farm operations & finance
- Ability to effectively communicate unconventional and new concepts in a conversational manner
- Strong negotiation skills with a knack for navigating through challenging internal and external objections

- Cost effectively and efficiently being able to achieve your production targets
- Ability to read both farm balance sheets and people
- Good judge of character
- Experience dealing with farmers on a daily basis
- Grew up on a farm or worked on a farm

#### **Education**

- Life and experience are the best teacher, but any agriculture and grain buying education won't hurt. If you have a degree/diploma in Agronomy, Crop Science or Agri-business, any of these could help you succeed in this role.

#### **Attitude**

- Entrepreneurially minded
- Although you will mostly be working on your own, you work well as part of a small, but growing team
- Working remotely, with daily communication with the Director of Sales is part of the program
- You need to be flexible and adaptable, and willing to work longer hours when the need arises
- You love being on the road, talking to farmers, and helping them grow their business
- Self-motivated and eager to hit the road each day to prospect and grow your business
- Competitive and resilient

#### **Location**

- Although our Head office is in Regina, Saskatchewan you work from the dash of your truck with a home office for submitting contracts.

#### **Compensation**

- Base salary + commission = potential of \$150,000 per year
- Benefit Plan
- Expenses paid by the company

This is a home-based position requiring daily travel. You will need a reliable and appropriate vehicle for farm visits and the willingness and ability to travel wherever there are prospects and the opportunity for a contract.

If you fit the profile above, love talking to farmers about farming, and are excited about the financial rewards that this career offers, you should consider applying for this position. Please submit your cv/resume via email to [gary.wilson@inputcapital.com](mailto:gary.wilson@inputcapital.com)

The deadline for applying for this position is October 22, 2017