



Director of Sales

Location: Regina, Saskatchewan

Input Capital Corp. is a rapidly growing innovator on the western Canadian agriculture scene. While the company is only four 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.

Input is looking for a hard-working, results-oriented, experienced Director of Sales to manage a growing Prairie-wide team of Regional Account Managers. The ideal candidate will develop and operate an outstanding sales organization that delivers outstanding sales growth and profitability. This is a terrific opportunity with big opportunities for growth and development.

This position is based at Input's head office in Regina, Saskatchewan.

To succeed in this role, you will:

- Supervise and be the first level of contact for Input's team of Regional Account Managers across Western Canada.
- Focus on goal setting, forecasting, budgeting, market analysis, account management, and customer development.
- Set and achieve sales and profitability goals that are aligned to overall corporate objectives and budget.
- Work with the underwriting and due diligence team to assist in contracting decisions.
- Build corporate, business, and personal relationships with key accounts and strategic partners.
- Understand and anticipate marketplace opportunities, issues and trends. Use this knowledge to develop strategies and action plans that optimize the business results for Input Capital.
- Monitor actions and assumptions and revise plans accordingly. Assess competitor's activities and react accordingly.
- Develop and execute product strategy that maximizes long-term product profits.
- Develop and manage a distribution strategy that gives our products a competitive advantage.
- Contribute to the development and launch of new products in a way that maximizes market share and creates awareness to the key product features.
- Manage the Regional product communications strategy which creates broad awareness to key product messages within our target audience. This includes some travel, particularly for farm/trade show and dealer events across the Prairies.
- Recommend pricing strategies to the Vice President, Market Development that will maximize market share and optimize net income.

You are the ideal candidate if you:

- Have a track record of leading sales teams that get results.
- Have experience in farming or agriculture finance and are conversant with financial statements.
- Are self-motivated, resourceful, innovative and work well with minimal supervision.
- Are a strong team player who engenders trust and adapts quickly to changing conditions.
- Are well organized and able to multitask.

Attitude:

- As part of a small team, you need to be the kind of person who is willing to jump in as necessary to get things done.
- You need to be flexible and adaptable, and willing to work longer hours when the need arises.
- People like you and working alongside you.

- You should enjoy your work and have a good sense of humour.

Compensation

- Competitive base salary + benefits
- Annual bonuses & Sales Incentives
- Stock option plan

If you fit the profile above and want to join a company that is on the move, you should consider applying for this position. Please submit your cv/resume via email to gord@inputcapital.com as soon as possible.