



Employment Opportunity February 20, 2017

Title: Account Representative
Location: Western, USA
Department: Sales
Employment Type: Full-Time, Permanent
Reporting To: Regional Sales Manager

Our Mission: Feeding the Future.

Skretting / Bio-Oregon is a leading manufacturer of quality salmon and trout feed for the aquaculture industry in North America. We offer competitive compensation with comprehensive benefits packages, participation in annual bonus program, career and personal development opportunities, a diverse yet inclusive culture and more!

Skretting / Bio-Oregon currently has an opening for a motivated self-starter to join our Sales Team as an Account Representative, based in the Western USA. (home base is flexible.)

Position Summary:

Reporting to the Sales Manager, the Account Representative will be responsible for ensuring excellent service to our customers, while developing relationships with new customers, and promoting Skretting / Bio-Oregon products to new accounts and markets. The role will also be responsible for the development and delivery of technical programs, training and workshops to add value to our customers' operations.

Key Accountabilities:

- Develop new accounts and markets and maintain/expand existing accounts; visit client and non-client sites and develop client relationships.
- Ensure contract terms and conditions are met in order to achieve goals.
- Assist in formalization of agreements, contracts with documented terms and conditions of sale.
- Proactively manage client inquiries and service issues; resolve client complaints/issues.
- Provide on-site consulting, organize client training workshops, tradeshow and client events.

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- Convey products and technology: feeds, fish health, research trials, etc.
- Identify client needs and responses to products and services; advise internal departments to manage proactively; develop customer service plans.
- Keep current on industry trends and changes; advise on client or industry changes which may affect production demand.
- Provide sales reports as requested.
- Monitor and provide forecasted sales and market summaries.
- Conduct market research and produce forecasts (market size, market share, etc.).

Qualifications:

- University degree in related discipline or equivalent combination of training and experience.
- Aquaculture background or experience of commercial or state aquaculture operations.
- Experience in sales and service, farm husbandry, fish nutrition and/or farm operational requirements.
- Business to business account management experience.
- English and Spanish speaking an asset.
- Strong knowledge and experience using Microsoft Excel, Word, PowerPoint & CRM.
- Superior communication and presentation skills.
- Strong interpersonal skills.
- Strong negotiation and conflict resolution skills.
- Strong analytical and problem-solving skills.
- Enjoys change and challenge, independent, self-motivated, people oriented, adventurous, and willing to travel.

For more information about Skretting please visit: www.skretting.com

For more information about Bio-Oregon please visit: www.bio-oregon.com

We would like to thank all applicants, but only those selected for an interview will be contacted.

Please send resume and cover letter to: careers.skna@skretting.com