

Executive Recruitment & Appraisals Inc.

"The Okanagan Valley's Recruiter of Choice"

AGRICULTURAL SALES MANAGER



JOHN DEERE
LETHBRIDGE, Alberta

Our client, **McKay Bros. Farm Implements Ltd.**, (www.mckaybros.com) was established in 1957 as a farm implement dealership. The company is situated in Lethbridge, Alberta, one of the top agricultural territories in Canada, and one of the warmest and sunniest cities in the country. (www.lethbridge.ca). *McKay Bros.* has been recongnized by John Deere as one of the top 15 dealerships in Canada, and in 2001 was honored as *Canada's Number 1 Agricultural Dealership*. This organization has an exceptional career oppportunity for someone to join the management team as **Agricultural Sales Manager**.

The Opportunity: *Reporting to the CEO and Company President, the incumbent will be charged with the pivotal responsibilities of hiring, training, and evaluating sales staff; developing a remuneration system that is performance driven, yet creative, and equitable; developing "sales standards" focused on accountability and performance; managing all aspects of: inventory, loss control, customer satisfaction, expense allocation and control, equipment margins and equipment reconditioning control; and overseeing all media marketing strategies and communiqués.*

The Person: *You are a successful sales manager in an agricultural or related industry, with education in an accredited sales training program. You are conversant with traditional industry computer applications such as inventory control/spread sheets/internet/Word; You will have a proven track record in agricultural and or retail sales with evidence of increased sales responsibility. You are an excellent communicator, and employee motivator and a team player who believes strongly in collaborative consultation. You embrace the philosophy that "customer service" is not a department...it's an attitude. You are focused on a long-term career path with potential equity and succession opportunity.*

This is an exciting time to join a company that is experiencing dynamic and sustained growth. An exceptional remuneration, benefits, and incentive program is offered. To discuss the scope and rewards of joining this leading edge John Deere team, contact **Patrick D. Walls, R. Psych., CHRP** in strictest confidence at:

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