



Hyland Seeds is the largest, privately owned, multi-crop breeding program in Canada. Headquartered in Blenheim, Ontario, Hyland is internationally recognized for industry-leading corn hybrids, soybeans, edible beans and cereal grains. Through extensive crop research programs, modern processing and dedicated service, the Hyland brand has become synonymous with seed quality. Using traditional and state-of-the-art technology, Hyland focuses on the development of hybrids and varieties with an agronomic fit for growers in Canada and the Northern Tier of the United States.

Currently a new career opportunity exists for a **Central Regional Manager**. Based out of the Head Office in Blenheim, Ontario, responsibilities would include:

- Supervise Hyland District Sales Managers and the Hyland Dealer Network in the region
- Conduct Performance and Development Reviews with the District Sales Managers
- Develop and manage sales budgets for this regional sales team
- Develop and implement sales goals with tactile plans
- Assist in the development and implementation of competitive sales programs, policies and pricing structures for the region
- Participate in the development of both short and long term sales and marketing plans
- Prepare sales projections by product with one and two year forecasts to help plan seed production requirements
- Promote and guide the sales force in product positioning and promotion to keep long term goals and direction aligned
- Manage account reconciliations in conjunction with the District Sales Managers

Ideal candidates will be university graduates with a Bachelor of Science or Business Administration degree and have a minimum of five years of sales or marketing experience in the seed industry. In addition to being a highly motivated self starter capable of working with minimum supervision, you must also possess excellent “people skills” and organizational abilities. Advanced personal computer skills are essential. Possession of a valid driver’s license is essential.

The successful candidate will join a company with a strong market position in the agricultural industry and will receive a competitive compensation package as well as a full range of benefits.

If you would like to build a future with a stable and growing organization that encourages their employees to grow professionally and personally, please forward your resume to:

Human Resources Department
HYLAND SEEDS
P. O. Box 250, 2 Hyland Drive
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E-mail - spoole@thompsonslimited.com

Hyland Seeds and Thompsons Limited is an Equal Opportunity Employer.