

## **Account Manager (ICM) – Job Posting**

### **Kingsville/Leamington Area based**

#### **Grow More Than Crops—Grow Your Career**

Are you ready to take ownership of a growing territory, build meaningful relationships, and deliver solutions that truly make a difference in modern agriculture? We're looking for a driven and curious Account Manager who thrives on turning insight into impact—someone who can partner with growers, understand their challenges, and deliver innovative, result-focused solutions.

In this role, you won't just sell products—you'll champion customer success, lead strategic growth across your region, and play a hands-on role in advancing crop performance through cutting-edge integrated crop practices. If you're energized by autonomy, collaboration, and the opportunity to see your work come to life in the field, this could be your next great move.

As a trusted advisor, you'll build strong customer relationships, translate insights into measurable results, and combine your sales expertise with hands-on agronomic knowledge to help customers thrive in a dynamic, growth-focused industry.

Royal Brinkman Canada Inc. is a subsidiary of Royal Brinkman International, a 140-year-old, family-owned company based in the Netherlands and a leading supplier to the professional greenhouse horticulture sector. Guided by a commitment to creating a better and more sustainable future for entrepreneurs in protected horticulture, we bring innovation, expertise, and partnership to growers worldwide. [https://youtu.be/YFj\\_haaUDhs](https://youtu.be/YFj_haaUDhs)

As a customer-focused organization, Royal Brinkman Canada Inc. is seeking an Account Manager to support our Kingsville/Leamington region on a full-time basis. In this role, you'll partner closely with growers across diverse horticultural environments—including greenhouse vegetables, ornamentals, nurseries, and mushroom operations—delivering tailored solutions that drive performance and long-term success.

#### **Responsibilities:**

- Develops and executes regional sales and account plans.
- Manages customer portfolios and maintains accurate CRM records.
- Reports on territory activities, performance, and outcomes.
- Collaborate with agronomy specialists and team members to match products and services to customer needs.
- Builds strong product knowledge and plans trials for new or emerging solutions.
- Cultivates strong, long-term customer relationships.
- Applies a customer-oriented sales approach to ensure high satisfaction.
- Works with internal departments to deliver cohesive service.
- Communicate fertility and pest-management programs under Sales Manager guidance.

- Understands customer operations to provide tailored agronomic and technical support.
- Identifies and respond to opportunities and solicits new customers.
- Conducts complex sales interviews to independently uncover customer needs.
- Translates sales opportunities into measurable results.
- Execute trials for biocontrol agents, biopesticides, chemicals, and plant strengtheners.
- Leverages strong product and agronomy knowledge to recommend timely solutions.
- Monitors territory performance and evaluates program effectiveness through CRM insights.
- Conducts crops and biological inspections to identify pests and diseases (e.g., spider mites, aphids, thrips, powdery mildew, fusarium, botrytis, phytophthora).
- Provides professional recommendations to improve crop health, yield, and customer confidence.
- Adjust strategies to meet or exceed sales, margin, and profitability targets.
- Ensures solutions provided deliver measurable value and improved customer outcomes.

### **Education & Certification Requirements:**

The minimum requirements are a post-secondary education in Business, Marketing, Agriculture, or related field or equivalent experience. Strong verbal and written communication in English. Good computer literacy (Microsoft Office Suite, CRM-Sage). This is supplemented with 3-5 years of proven sales experience, product and market knowledge in the agricultural (greenhouse) industry.

### **Physical Requirements:**

The Account Manager must perform standard office duties such as prolonged computer use and navigating common office safety hazards. Daily travel duties include driving, walking through customer sites and greenhouses, and entering diverse work environments. They must work safely in varied environmental conditions, including heat, humidity, and uneven terrain, and be aware of agricultural tools and equipment commonly used in a greenhouse. The role may require carrying materials up to 20–25 lbs (9–11 kg), and occasionally up to 50 lbs (23 kg).

### **Additional Information:**

- Work Schedule: Monday to Friday
- Flexibility: Willingness to work flexible hours during peak season as required.
- Travel is expected: must have reliable transportation

### **Our Benefits:**

- 3 Paid Sick Days
- 10 Paid Holidays
- Company Paid Group Benefits Program
- Long-Term Disability Insurance
- RRSP Program with Company Match
- Ongoing Training and Learning opportunities

- Cell phone Allowance
- Mileage Allowance

Competitive wage rate with qualifications and experience. References required.

Please send resume with a cover letter to: [careers@royalbrinkman.com](mailto:careers@royalbrinkman.com) or apply through Indeed.

*Royal Brinkman Canada Inc. is committed to fostering an inclusive and accessible environment where all employees and applicants feel valued, respected, and supported. We encourage applications from individuals of diverse backgrounds and experiences. Accommodation is available upon request throughout the selection process to ensure equitable opportunities for all candidates.*

Job Types: Full-time, Permanent

Pay: \$75,000 – 85,000 per annum, Annual Bonus Program up to 10%