

Account Manager – Job Posting

Kingsville/Leamington Area based

If you're driven to build strong customer relationships, discover meaningful sales opportunities, and make a measurable impact on customer success, this Account Manager role offers a rewarding chance to join a passionate, supportive team where your contributions truly matter.

Royal Brinkman Canada Inc. is a subsidiary of Royal Brinkman International, a 140-year-old company based in the Netherlands that is a leading supplier to the professional greenhouse horticulture sector. This family-owned organization is dedicated to creating a better and sustainable future for entrepreneurs in protected horticulture. https://youtu.be/YFj_haaUDhs

Royal Brinkman Canada Inc. is a customer-focused organization seeking an Account Manager to support our Kingsville/Leamington region on a full-time basis. In this role, you will work closely with growers across diverse horticultural environments, including greenhouse vegetables, ornamentals, nurseries, and mushroom operations, gaining hands-on experience while helping customers achieve exceptional results.

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.
- Communicates fertility and pest-management programs under Agronomy 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.
- Executes 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 crop 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.

- Adjusts 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). 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
- This job is for existing vacancy.
- No AI (artificial intelligence) is being used to screen and access candidates for this Job.

Our Benefits:

- Paid Time Off and Paid Holidays
- Competitive 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 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, Bonus Program