

Spornado is a growth-oriented Ag-Tech company based in Toronto, with customers across Canada and the US. Our first-of-its-kind early alert system for crop disease helps growers optimize their fungal pesticide use with our easy to use wind powered air sampler and highly sensitive DNA analysis. Spornado provides growers the data they need to choose and time their fungicide sprays precisely. We have plans to grow the company and are looking to add key members to our team to get us there.

We're looking for a **Sales Leader** to join the Spornado team.

A little about you:

- You have a breadth of experience in agribusiness business development; i.e. crop inputs, agronomy, retail.
- Strong knowledge of agronomy; emphasis on fungicide use is beneficial
- Desire to help bring a new technology to market to help farmers manage crop production more efficiently
- Industry experience in Agronomy sales
- Initiative and integrity are two of your strengths
- University degree in Agriculture / Agronomy or other natural science
- CCA certification (or in progress)
- Enjoy and able to travel within Ontario, Manitoba, and sometimes Eastern Canada
- You have a valid drivers license and access to transportation

You thrive on (and your responsibilities will include):

- Building and nurturing relationships with channel partners and growers – tapping into your existing network.
- Developing and creating something new, you will be instrumental in the growth of a new agtech innovation and business.
- The challenge of learning a new technology and the passion to share it with our ag community
- Creation and implementation of a business plan for market adoption
- Participating in trade shows, fairs, events, and associations
- Setting and reaching monthly and seasonal sales projections
- Providing growers with exceptional sales and technical support

If you are entrepreneurial minded and this sounds like you, let's chat. Spornado embraces a collaborative, fast-paced yet flexible work environment and offers an incentive package that includes base salary plus performance-based compensation, potentially including an opportunity for equity.