



HZPC Americas Corporation, located in Charlottetown, Prince Edward Island, Canada is the North American seed potato partner of the HZPC Group, recognized as a world leader in the marketing of seed potatoes for processing and table potato markets. Key to our success is understanding our customer's needs and supporting the varieties in detail, thereby ensuring customer and grower are successful with our varieties. With our extensive Research and Development program as well as local test locations, HZPC develops varieties that match the requirements of our customers in North America.

SENIOR ACCOUNT MANAGER

Reporting to the General Manager of HZPC Americas, the Senior Account Manager is the main point of contact for clients. The Senior Account Manager is responsible for establishing, nurturing, and maintaining long-term relationships with clients and potential clients (*packers, packers/grower and distributors*). This position is directly involved with and responsible for long term marketing plans, forecasts, and actualization of long term sales contracts of seed potatoes. These activities include introduction of HZPC varieties to the North American market as well as handling client claims, developing pricing strategy, analyzing markets and customer needs, and evaluating credit worthiness. This position requires travel within Canada and the United States, and is based out of Charlottetown, Prince Edward Island, Canada.

As the ideal candidate for this position, you have several years of experience in the potato or agriculture industry. You possess a degree in either business, science, or agriculture, or significant experience in a similar position. Experience in long term sales agreement/account management, is considered an asset. You are able to work independently, as well as part of a team, and are able to connect with people and develop long term relationships.

HZPC Americas Corporation offers a competitive salary and benefit package commensurate with candidate qualifications. To explore this opportunity further, visit hzpc.ca or hratlantic.ca/hzpc for a more detailed job description.

If you are interested in becoming a key part of the team, please forward your resume in confidence by end of day Friday, April 15, 2016, to:



HR Atlantic
1 Harbourside Access Road
Charlottetown, PE C1A 8R4
Canada

email: hzpc@hratlantic.ca
fax: 902-626-2532
www.hratlantic.ca