

Mantech Enterprises Inc.

Attn.: Red Seal Recruiting Solutions Ltd. – Job Number 2004

I am an energetic, determined and customer service focused professional who brings many years of experience promoting products within the horticulture and agriculture industries; identifying, contacting, building, and maintaining new business accounts. I do this by building relationships with the customers and by ensuring that they are thoroughly satisfied in all aspects of service delivered and products received. I have a history of exceeding sales targets by providing very clear and informative material that is not only based on my current knowledge but also my in-depth past experience, which is a solid fit for this position. I am very comfortable interacting with teams of professionals of diverse disciplines, with common objectives and goals.

Find below my qualifications related to your requirements for the position of **Technical Director of Sales**.

Requirements	My Qualifications
Develop and maintain a strong technical knowledge and experience in paper machine environments and threading applications	➤ Real interest and commitment to learn quickly and to develop technical knowledge based on training.
Develop and maintain a mastery over Mantech's highly technical product line	➤ Ability to learn fast and highly motivated to cover new technics and innovative products and processes. ➤ Excelled at communicating technical information.
Goal-oriented and extremely hard working with a desire to make a measurable contribution to the Company's success	➤ Strong work ethic and productive work habits. ➤ Negotiated cost effective -quality over price- solution to new prospects by demonstrating how benefits reflect into savings (\$ 180K CAD - DEVRY GREENHOUSES, AB). ➤ Closed multiple order program and committed the customer to our product line (\$300K CAD program, BURNABY LAKE GREENHOUSES, BC). ➤ Secured terms, conditions and price with new distributor of value-added product line in Chile, resulting in a 30% growth of sales in the last year based on benefits over value resulting in a cost-effective solution (PLANTEC Chile and PLANTEC Peru).
Excellent presentation, written and verbal English language communication skills	➤ Fully bilingual, English and Spanish (spoken and written).
Exceptional customer service and interpersonal skills	➤ Great listening skills with emphasis in consultative selling combined with a creative problem-solving ability.

Ability to discuss highly technical concepts to all audiences, ranging from non-technical to executive level technical decision makers

Approach the position with a can-do, entrepreneurial spirit, strong business acumen, and a desire to drive accelerated sales growth

- Created and presented technical -PowerPoint- presentations to growers, farmers and professionals, both in English and Spanish.
- Ability to communicate well with internal and external customers.
- Self-managed and motivated professional with initiative, intuition and business orientation.
- Leading team member on technical sales with a strong focus on beneficial microorganisms incorporated in growing media.
- Absolute team player, available, accessible, reliable and supportive.
- Ability to multitask with accountability and commitment.

Specific position criteria

Ability to travel on company business internationally, attend client functions, and represent the company in a professional manner (Minimum of 3-5 months in the first year)

Attend product and application training at the Head Office in North Vancouver (approximately 3 months). Training is paid. You are required to become an expert on our products.

Criminal record check required

- Extensive international work experience in sales and market development, traveling within the Latin American agriculture and horticulture industries.
- Available to travel holding a valid Canadian passport.
- Available to attend training.
- Ability to understand business dynamic; ability to learn quickly and adapt, with a global vision.
- Available for Criminal record check.
- Have done it in the past when volunteered as a soccer coach for elementary-aged boys.

Enclosed is my resume that details many other achievements of your interest.

I look forward to discussing my qualifications with your HR team and realize how I can be able to contribute to Mantech's ongoing success. I am based in North Vancouver and available for an interview setting.

Thank you for your time and consideration.

Very best regards,

David Suez

PROFILE

Bilingual sales and marketing professional with progressive experience selling; increasing market share and sales in domestic and international markets. Exceptional strategic leadership and negotiations skills. Successfully promoted companies' goals, culture and products. Strong communication and interpersonal skills with staff, management and customers. Demonstrated ability to work independently, analyze complex situations, apply practical solutions, and implement workable business plans. Recognized for market research, analysis, forecasting, planning, and implementation.

AREAS OF EXPERTISE

- ♦ Sales & Closing
- ♦ Market Development
- ♦ Negotiation
- ♦ Customer Service & Support
- ♦ Prospecting & Networking
- ♦ Account Retention
- ♦ Consultative Up-Selling
- ♦ Sales Training & Presentations

SELECTED ACHIEVEMENTS

Sales

- ♦ **Coordinated** and closed sales and supported distributors in order to increase market share (i.e.: DARVONDA Nurseries, BC).
Results: 27% increase in regional sales (Western Canada).

Market Development

- ♦ **Developed** market strategies to strongly introduce a product line, grow sales and position a Canadian company brand at the top of the ranking (Sun Gro Horticulture).
Results: This brand became one of the 3 most popular trademarks in horticulture, regionally.

Negotiation

- ♦ **Negotiated** with distribution companies with annual sales between \$2M USD to \$12M USD. (i.e.: EVERGRO – BC, Canada).
- ♦ **Secured** a critical contract as an international supplier of an international seed producer company, (Syngenta Chihuahua site, Mexico; \$250K USD).

Customer Support

- ♦ **Secured** customer loyalty by combining product support and logistics with a clear understanding of clients' needs and finding win-win situations.
- ♦ **Provided** service and support to customers experiencing critical quality deficiency; problem solving.
Results: Customer retention 97%.

New Business Opportunities

- ♦ **Introduced** a value-added product line with a focus on professional end users/growers.
Results: Created new opportunities for such product line with projection around 15% sales increase.

Communication

- ♦ **Trained** distributors' management and sales teams on business applications for new commercial products. Conducted professional presentations using PowerPoint slides' show.

WORK EXPERIENCE

Jumars Seeds Ltd. (Israel)

2018-Current

International Representative (North America and South America)

August 2018

- Marketing Jumars Seeds' professional vegetable crops in Western Canada and Mexico through direct contact to professional greenhouse crops and field crops producing companies (i.e.: Windset; Evergreen; Fable Farms; Nature Sweet; MarBran).
- Developing market for Jumars Seeds' in Canada, USA and Mexico through professional distribution companies (i.e.: NORSECO; OSBORNE Seeds; King Seeds).
- Marketing Jumars Seeds' with selected distribution companies in South America (i.e.: ALABAMA; AGRINTER; etc.).
- Building strategic network through growing companies and contracting for running trials and testing key regional crops in the different areas.

Premier Tech Horticulture (Riviere-du-Loup, QC)

2007-2018

Director of Market Development (Mexico, Latin America, Caribe)

2016-2018

Director of Sales (Western Canada, Latin America & Mexico)

2012-2016

Sales Representative (Western Canada including BC, AB and SK)

2007-2012

PRO-MIX Peat Moss and Peat Moss based Growing Mixes

- Excelled at managing Western Canada territory by giving sales support to distributor's sales team (EVERGRO) and greenhouse growers (Annual average sales of \$10.8M CAD).
- Successfully managed a highly complex product quality problem achieving **97%** of customer retention.
- Traveled extensively in Western Canada (BC, AB and SK) providing sales support and sales tools to customers and sales force.
- Developed sales in Mexico of value-added growing mixes, sales growth of product line by 27%. (Average annual sales \$2.2M CAD).
- Combined business strategy with product development resulting in a growth of sales of 24% (Chile 2016-2018).

Sun Gro Horticulture (Agawam, MA)

1996-2003

Sales Representative (South America)

SUNSHINE Professional Peat Moss based Growing Mixes

- Excelled at introducing a complete line of professional growing mixes to Argentina, achieving the top sales position for 3 consecutive years (Annual average sales of \$350K USD).
- Achieved in the first quarter of 2003, 26% of international sales.
- Experienced creating and giving technical-commercial -ppt- presentations to distributors, professional consultants and growers, increasing market share and sales with average annual sales of \$1.1M USD.
- Created and carried a business strategy resulting in a growth of sales from 6% of the market share to 16% in approximately 1 year (Ecuador 2002-2003).

BioWorks Inc. (Fairport, NY)

2001-2007

Sales Representative (South America)

PLANTSHIELD HC / ROOTSHIELD

- Introduced PlantShield HC (*Trichoderma harzianum*, strain T22; biological control for root and foliar disease) in Argentina, starting sales on the last quarter of 2004.
- Developed strategic relationship between BioWorks Inc. and Wassington S.A. as exclusive distributor in Argentina. As a result, the product was being sold under distribution agreement signed in 2004.
- Implemented a program of field tests and gave technical support to professionals and growers.
- The product was tested successfully in Chile and Venezuela; being registered in both countries.

EDUCATION

BACHELOR'S DEGREE IN
AGRICULTURAL SCIENCE

SCHOOL OF AGRONOMY, UNIVERSITY OF BUENOS AIRES – 1992
Six years program

POST GRADUATE STUDIES IN
AGRICULTURAL BUSINESS

ARGENTINEAN CATHOLIC UNIVERSITY, BUENOS AIRES – 2000
One-year program