



## Outside Sales Representative - Winchester ON

**Location:** 2294 Country Road 31, Winchester Ontario

**Department:** Sales and Service

**Reports to:** Director of Sales and Service

**Classification:** Full-time, permanent

**Compensation:** Starting salary of \$1925/week + health care spending account + pension plan + year-end performance bonus

***This position is to fill a current vacancy***

### **Here's What You'll Do:**

You will be responsible for driving territory growth by building strong, long-term relationships with new and existing customers. This role combines account management and new business development, with a strong focus on delivering practical solutions, accurate pricing, and consistent follow-through.

You will actively manage a portfolio of customers while identifying opportunities to expand business within your assigned territory. This includes understanding customer needs, preparing quotations, presenting solutions, and ensuring a smooth transition from sale through delivery and follow-up.

Success in this role comes from your ability to build trust quickly, stay organized across multiple opportunities, and consistently generate results in a field-based sales environment.

*If you're looking for a career where your effort matters, your resilience is respected, and your growth and compensation are driven by what you put in, you may belong at Horst Systems.*

### **Your day to day will look like this:**

- Develop new business opportunities within an assigned territory through proactive outreach and field visits
- Manage and grow existing customer accounts to ensure long-term retention and repeat business
- Prepare accurate quotes, proposals, and pricing aligned with company standards and profitability targets
- Maintain an active sales pipeline and keep CRM records current and accurate
- Coordinate with operations, service, and finance teams to ensure successful project execution
- Respond to customer inquiries and provide timely, professional follow-up
- Represent Horst Systems at customer sites, trade shows, and industry events
- Travel regularly throughout the territory to meet with customers and support field sales activity

### **What's in It for You?**

- Play a key role in the growth, stability, and success of Horst Systems
- Paid training and development to expand your skills and industry knowledge
- Health care spending account and company pension plan
- Year-end performance bonus
- Opportunity to grow into Senior Sales Representative, Territory Manager, Sales Manager, or Director of Sales roles
- Strong field autonomy with direct impact on your results and earning potential
- Knowledge that you helping to support farmers and local communities by helping strengthen agriculture and food production in your region



**Who We Are** Horst Systems is an industry leader in the design and construction of custom grain handling and storage systems in Ontario. Dedication to quality, innovation and excellence in customer service makes us the choice for farmers and agri-businesses. We recognize that our success is achieved through our hard-working and dedicated teams

**We build more than grain systems.** Horst Systems is built on a legacy of innovation, hard work, and community impact. As a family-owned business with deep roots in rural Ontario, we're proud to support the people who feed our province and beyond.

We're always looking for **talented, motivated people to join our team.** Whether you're experienced or just starting out, Horst Systems offers a rewarding career in a thriving industry.

### You're a perfect fit for this job if you bring:

- 2–3 years of sales or customer-facing experience (agriculture, construction, or industrial experience an asset)
- Proven ability to build relationships and close business in a competitive environment
- Strong communication and interpersonal skills with a customer-first mindset
- Ability to manage multiple accounts, priorities, and deadlines independently
- Comfort working in a field-based sales role with regular travel
- Experience using CRM systems and managing a sales pipeline
- Basic understanding of pricing, margins, and business fundamentals
- Nerve, grit, and focus to get the job done

### Requirements for this position:

- Background check that includes a Criminal Record Check, Reference Check and Driver's Abstract
- Valid Driver's License with a satisfactory driving record

**Join our Team.  
Build your Career.  
Protect the Harvest.**

**Ready to apply?** Forward your resume with cover letter to [recruiting@horstsystems.com](mailto:recruiting@horstsystems.com)

*We thank all applicants for their interest, however, only those selected for further screening will be contacted. Horst Systems Ltd. is dedicated to maintaining a respectful, fair and equitable work environment, and welcomes submissions from all qualified applicants. If accommodation is required during the selection or interview process, it will be available upon request. This job posting is available in an accessible format upon request. Artificial intelligence (AI) systems are not used at any stage of the recruitment process.*