



Territory Manager – Alberta

Nexeed is a specialized agricultural equipment company with a 30+ year track record in seed and grain processing across Canada. We represent leading European manufacturers — Cimbria, Schule, and BoMill — exclusively in Canada, and our clients are seed cleaning and treating plants, mills, food processors, and grain handlers who rely on us as trusted advisors, not just equipment vendors.

We're looking for a Territory Manager to cover Alberta — a territory with an established customer base and room to grow.

The Role

This is a field sales position with a dual focus: managing and deepening relationships with existing accounts, and prospecting for new ones. You'll work from a home office in Alberta, set your own schedule, and report to the VP of Sales.

Day-to-day, that means:

- Proactive outreach and territory coverage — trade shows, sales calls, facility visits
- Identifying client needs and recommending the right equipment solutions
- Supporting installations, commissioning and maintenance alongside our technical team
- Maintaining relationships well after the sale so clients come back

A well-organized person succeeds on 20–35% travel, with some months up to 50%.

What You Bring

- 3+ years of capital equipment or agricultural sales experience
- An agricultural background — you understand the ag context
- Comfort working independently while staying accountable to a team
- Existing connections in Alberta's seed, grain, or food processing sector is a strong asset

What We Offer

- Base salary \$90,000–\$110,000
- Performance bonus tied to revenue
- Vehicle allowance
- Benefits package and group RRSP
- Home-based office with flexibility to plan your own time

Why People Stay at Nexeed

We have a strong product line, which means success is genuinely achievable — you're not out there selling a weak offering. The culture is fair and mature: we hold people accountable, but expectations are reasonable, and we keep the drama low.



You're also not on your own. The head office team brings over 50 years of combined experience with these products, and our manufacturer partners are engaged and accessible. When you run into a technical question or a complex customer situation, there's real expertise to draw on.

And the work is satisfying. A lot of the people we do business with are smart, progressive operators who treat value our expertise. A good day at Nexeed usually means you helped a client solve a real problem, and they know it.

To Apply

Send your resume to mmetcalfe@nexeed.ca. We review applications on a rolling basis and will reach out to candidates who are a strong fit.