

Career Opportunity

Interprovincial Cooperative Limited (IPCO) is hiring a Business Development Manager on a permanent basis.

This position is a hybrid opportunity and is based in Winnipeg, Manitoba.

Step into a high-impact role where you'll shape growth across the North American crop protection market by driving strategic partnerships, new business opportunities, and market-driven production plans. As a key leader, you'll influence strategy, guide Member-Owners, and elevate IPCO's industry presence while maximizing plant capacity and profitability.

The opportunity:

This is an opportunity to provide leadership to IPCO's growth initiatives by identifying and executing on market opportunities. As such, the Business Development Manager is responsible for developing and achieving/exceeding an annual sales budget and targets (re: margin, profitability, market share, inventory, growth and account penetration) for product sales to IPCO members. In this capacity, the Manager has overall responsibility for product pricing, market-launch planning, registering trademarks, setting marketing strategy (mid-to-long term), growing revenue and margins, increasing market share and brand awareness, elevating the value proposition to members, maximizing member's ROI and contributing to IPCO's overall growth and profitability. The Manager works closely with IPCO members, Product Development, Regulatory, Production and Quality Assurance teams.

Reporting to the Agri. Products Manager, the Business Development Manager supports the development of IPCO's growth strategy by identifying and analyzing potential opportunities to provide recommendations to IPCO members. Responsibilities include identification and evaluation of products to bring to members, identification of competitors, and support of product development initiatives through market trend analysis.

The Business Development Manager plays a key role in assisting the Agri. Products Manager to develop the strategic and competitive analysis that informs the IPCO's Board's decision on sustainable growth strategies. This is a stakeholder-facing role, affording the Manager high visibility among IPCO's members, toll (i.e. private-label) customers, suppliers and other internal/external stakeholders in advancing the organization's growth initiatives and in continually elevating IPCO's presence and profile.

The Business Development Manager also works closely with IPCO's members to develop product forecasts that drive the Agri Products operating plan (includes production planning, product costing, inventory targets and margins that meet the financial objectives of IPCO and its members). The Manager is responsible for regular updates and communication of marketing and pricing programs to member companies. In this capacity, the Business Development Manager develops strong working relationships with member marketing and procurement departments and provides subject matter expertise with the goal of increasing business through IPCO.

Why it matters:

IPCO is a Canadian co-owned and operated manufacturing facility with a long history of supporting the agricultural sector by providing safe and effective agriculture products. IPCO strives as a premier manufacturer for its owners and partners alike by offering high-level capabilities and many years of accumulated expertise in formulation and packaging.

IPCO prides itself on being an employer of choice with long-term employee relationships. A culture of safety and quality is paramount at IPCO, therefore the IPCO plant is ISO 9001 registered and stringently adheres to regulations set out by Health Canada and additional federal, provincial and municipal compliance requirements.

Who you are:

You are looking for a career in Agriculture and:

- Have 8 – 10 years of experience in sales and marketing and/or business development; acumen in financial fundamentals. Experience in Agriculture, Crop Protection Distribution or Crop Protection Manufacturing is required.
 - Have a Post secondary degree in Agriculture or Business Administration (a combination of relevant education and experience may be considered).
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- Are familiar with Manitoba Institute of Agrologists. Completion of the Certified Crop Advisor course would be an asset.

What we offer:

- Competitive salaries, short-term incentives, a comprehensive benefits package, and an employer-contributed pension plan.
- Encouragement to take advantage of learning opportunities to grow and develop as a Team Member.

We are committed to providing reasonable accommodations throughout the recruitment process to ensure an enjoyable candidate experience. If you require an accommodation during the recruitment process, we invite you to submit your requests to us via fclhr@fcl.crs. All information received will be kept confidential.

If this opportunity speaks to you, we invite you to apply by March 16, 2026. **Please apply online through Co-op current opportunities searching for Business Development Manager.**
<https://www.fcl.crs/careers/current-opportunities>

We thank all candidates for their interest, however only those selected to continue in the recruitment process will be contacted.

As this position is considered a position of trust, you may be required to complete criminal record check in accordance with IPCO policies.

Posted on March 2, 2026.

IPCO embraces diversity and inclusion. We're working to create a workforce that is as diverse as the communities we serve and an environment where every team member brings their whole self to work. We believe all candidates should feel at home with us and be given the opportunity to fully participate during the recruitment process.