



AGRONOMY SALES SPECIALIST

Summary

The Agronomy Sales Specialist will work with farmers to promote Ag Plus programs related to marketing of product and services, and application in a way that will optimize market Ag Plus's market share, improve efficiency, and achieve company mission statement and goals. The Agronomy Sales Specialist is responsible for proper recommendations and placement of chemicals and fertilizers, and the operations of their assigned computers and equipment. Seed sales will also be an integral part of the position. The Agronomy Sales Specialist will need to work with customers to develop a seed program that will promote growth in Ag Plus's seed business. The Agronomy Sales Specialist is also responsible for maintaining and building customer relationships within their assigned territory that grows the agronomy sales volumes of Ag Plus. The position will include field scouting, working with management to coordinate spread, spray, and lime scheduling at the location.

Essential Duties and Responsibilities:

- Compile lists of current and prospective customers for use as sales leads.
- Must know, understand, and comply with all safety and government regulations.
- Basic knowledge of all chemicals and their abilities of control.
- Responsible for fertilizer and chemical sales during the season including making accurate price and quantity quotes with correct terms.
- Responsible for travels throughout the territory for the establishment and maintenance of customer relationships within an assigned territory.
- Available to assist other departments in their peak seasons.
- Responsible for recommendations and computer work for fertilizer/chemical and seed.
- Make regular sales calls to customers promoting the products that the company sells.
- Work with management team to grow the business including seed.
- Acquire the proper licenses to perform the jobs necessary at the location.
- Perform other duties that may be directed by the supervisor.

Qualifications

Education and/or Experience: Associate degree (A. A.) or equivalent from two-year college or technical school; or six months to one-year related experience and/or training; or equivalent combination of education and experience.

Certificates, Licenses, Registration: Valid Indiana Driver's License with the ability to get an Ag CDL

Goals

- Commercial Driver's License with Hazardous Material Endorsement preferred or will help you achieve.
- Commercial Pesticide Applicator License
- Learn computer systems (AgTrax)
- Learn agronomy system (AgOS)