



Agronomy Sales Specialist Job Description

Location:

Job Title: Agronomy Sales Specialist

Department: Agronomy

Reports To: Agronomy Department Manager

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' 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' 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 include the following. Other duties may be assigned.

- 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 to do recommendations and computer work for fertilizer/chemical and seed.
- Make regular sales calls on customer 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.

Customer Service

Customers are the key to our success as a business. All customers should always be greeted with a friendly attitude and as quickly as possible by every employee. Phone calls should be answered promptly and courteously. Employees should make every effort to fill a customer's needs while remembering that we must remain a profitable company. Product should never leave the premises without proper billing and loading procedures as set by the branch. Employees are responsible to supply correct products, accurate mixes, deliveries, etc. to each customer.

Value Description ties the job's essential duties to results that can be measured or recognized by the employee and Ag Plus, LP:

Department financial results which are at or above budgeted results.

Achieving or exceeding sales goals that have been established for the position.

Minimum amount of customer complaints about performance on an annual basis.

No re-occurring safety or compliance violations.

Annual efficiency improvement in the areas of equipment expenses, plant expenses, application expenses.

Supervisory Responsibilities:

This job has no supervisory responsibilities.

Qualifications:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability

required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education and/or Experience

Associate's 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.

Language Skills

Ability to read and interpret documents such as safety rules, operating and maintenance instructions, and procedure manuals. Ability to write routine reports and correspondence. Ability to speak effectively before groups of customers or employees of organization.

Mathematical Skills

Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area, circumference, and volume. Ability to apply concepts of basic algebra and geometry.

Reasoning Ability

Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

Computer Skills

To perform this job successfully, an individual should have knowledge of Database software; Spreadsheet software and Word Processing software.

Other Qualifications

Knowledge of agronomic practices and applications relative to seed, fertilizer, soils, and ag-chemicals.

Competencies

Leadership and Managerial	Functional	Foundational
Adaptability	Organizational Support	Customer Service
	Professionalism	Oral Communication

Physical Demands

While performing the duties of this Job, the employee is regularly required to use hands to finger, handle, or feel; reach with hands and arms and talk or hear. The employee is frequently required to stand. The employee is occasionally required to walk; sit; climb or balance; stoop, kneel, crouch, or crawl and taste or smell. The employee must occasionally lift and/or move up to 100 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.

Work Environment

While performing the duties of this Job, the employee is frequently exposed to moving mechanical parts; fumes or airborne particles. The employee is occasionally exposed to high, precarious places; outside weather conditions; extreme cold; extreme heat. The noise level in the work environment is usually loud.

I acknowledge by signing below that the essential duties and responsibilities outlined in my job description above are accurate, that I can perform the essential duties and responsibilities of my job description, and I understand that my annual performance appraisal results are contingent on how well I execute the essential duties and responsibilities listed in my job description.

Date: _____

Employee's signature

Supervisor's signature

(Supervisors please return the original signed job description document to the Human Resources Administration)