



Job Description

Position:	Applicator/Sales Agronomist	Department:	Agronomy
Reports To:	Regional Agronomy Manager	FLSA Status:	Exempt

Position Summary

To sell, blend, deliver, and apply plant food and crop protection products, and conduct soil testing in a manner that will optimize the cooperative's market share and savings, improve the cooperative's efficiency, help achieve the cooperative's mission and goals, and result in outstanding customer service.

Essential Functions/Responsibilities

- Apply fertilizer, crop protection products with the coop's equipment, as well as assist with necessary maintenance of equipment
- Responsible for the recording and maintenance of the application data and log books
- Accountable for rebuilding, and maintaining location equipment as needed
- Assist in inventory control and warehouse duties
- Meets with current and new customers to increase the profitability goals of the company
- Offer exceptional customer service by reporting and making recommendations to customers/growers
- Accountable for the budgeting and sales forecasting for your region according to the procedures of the facility
- Work in a safe manner and promote safety
- Maintain a positive attitude that promotes teamwork within and a favorable image of the cooperative
- Is professional in manner and appearance, especially around customers

Non-Essential Functions/Responsibilities

- Performs other duties and responsibilities as requested by authorized personnel

Qualifications

Education/Training Requirements

- 1-2 year post-secondary degree in agronomy required

Experience Requirements

- Experience with large farm equipment required
- Agronomy sales experience desired

Licensing Requirements

- Commercial driver's license or ability to obtain required
- Commercial insurability required
- Commercial Chemical Applicators License (1A,1B,1C) or ability to obtain required

Skills/Abilities Requirements

- Must be highly motivated and able to work independently
- Excellent communication skills including reading, writing, listening and speaking
- Requires the ability to plan, prioritize and organize work effectively
- Requires the ability to analyze problems, propose reasonable solutions, make logical decisions
- Ability to follow written and verbal instructions.

Working Conditions

Work is performed at various locations. Hours of work will generally be during regular business hours with an average of 40+ hours per week. There will be some variation in work hours due to seasonal nature of some duties. Work will also be completed during non-business hours and other location as demanded.

Physical Demands

Stationary Position	Must be able to maintain a stationary position for 2-4 hours while meeting with customers face to face or over the phone. Must be able to drive for extended periods of time.
Operate	Frequently operates a computer, various agronomy related computer programs and large farm equipment.
Move	Must be able to move regularly while visiting customer fields and doing soil sampling.
Transport	Occasionally moves merchandise ranging from 5-60 pounds from a floor or shelf to the sales truck for use on customer calls. On a rare occasion an individual might lift product weighing more than 60 pounds.
Positions self	Able to bend, kneel and squat frequently to position oneself when evaluating fields.
Communicate	This position frequently communicates with customers in the process of selling products. Must be able to exchange accurate information in these situations.
Exposed to	Typically works in an office environment with frequent exposure to customer sites and crop sites. Exposure to weather conditions of hot and cold to be expected.

Acknowledgement

I have read and understand the job description for my position. I am able to perform all the essential functions for this position. I understand that management has the right to assign or reassign duties and responsibilities to this job at any time.

I agree to comply with the company handbook and all laws, rules, regulations and standards of conduct relating to my position. As an employee, I understand my duty to report any suspected violations of the law or standards of conduct to my immediate supervisor. I will strive to uphold the mission and vision of the organization.

Employee Signature

Date

Employee Name (Printed)