

## Job Description

Job Title – Agronomy Sales

Company – United Cooperative

Immediate Supervisor – Agronomy Manager

### United Cooperative's Objective

To achieve maximum profitability to United Cooperative and its members while providing excellent service to members and patrons through the best utilization of all assets, people, facilities, equipment and investments.

### Job Summary

To make sales calls on area producers promoting chemicals, seed and service offered by United Coop. This job should be completed in a professional manner. The job should be done in a safe manner following compliance standards and insurance regulations.

### Duties and Responsibilities

1. Selling and promoting agronomy products to area farmers – to seek new accounts
2. To assist in inventory controls
3. To maintain producer files and records
4. To assist in the billing and proper splits
5. To assist United in proper regulatory laws
6. All other duties asked by supervisor or management

### General Characteristics

Must have and maintain proper license and training required by your task. You must be honest, courteous and helpful. You must be supportive and professional towards the operations of United. While operating any motor vehicle you will drive in a courteous manner and abide by all laws and weights set by the state or United Cooperative.