

- I. **General Duties** – including, but not be limited to the following:
 - A. Strong communication skills – Agronomy and Total Company Business Development
 - 1. Member of the Senior Management Team
 - 2. Cross-marketing with other departments and locations
 - B. Agronomy budgeting and departmental profitability
 - C. Maintain strong industry relations with suppliers and manufacturers
 - 1. Streamlined fertilizer, crop protection, and seed purchasing
 - a. USA purchasing, Winfield, Dekalb-Asgrow (majors)
 - b. Work with logistics and transportation companies
 - 2. Black Box and other incentives management
 - 3. Agronomy margins control
 - a. Margin enhancement through value added selling
 - D. Highest level of customer service and relationship building
 - 1. Innovative programs to the customer
 - E. Focused and unified “Sales and Marketing” of agronomy products and services
 - 1. Disciplined and aggressive sales structure
 - a. Sales team reporting with goal setting and benchmarking
 - b. Agronomy employee management and team building
 - Agronomy employee training
 - Work with management on hiring/terminating
 - Efficient routing of agronomy applications – Agworld
 - F. Long-term facility and equipment planning
 - G. General office procedures with Oakland software
 - H. Other duties as assigned by the General Manager
- II. **Safety**
 - A. Responsible for company equipment and facilities to make sure they are in good physical and mechanical condition
 - B. Responsible that all equipment is operated in a safe manner and in compliance with all OSHA, state and federal regulations
 - C. Adhere to all company safety policies
- III. **Certification**
 - I. Should attain and maintain Class B CDL with Haz Mat, Tanker and Air Brakes
 - J. CCA and Commercial Applicators licenses
 - K. Proficient in Word and Excel.
- IV. **Other:**
 - A. Required to work at all NIC locations – department to department and location to location
 - B. Customer Relations- Dependability-Positive attitude- Communication-Teamwork- Confidentiality