

## **North Iowa Cooperative**

Since 2002, North Iowa Cooperative has demonstrated the strength of true cooperative spirit and member-first vision. Throughout our history, North Iowa has reached several milestones that demonstrated the strength of the member-owned cooperative and its ability to remain a quality resource for today's and tomorrow's farmers.

Position Title: Agronomy Division Manager  
Reports to: General Manager

### **General Summary:**

Perform duties as needed in a manner that enhances the profitability and efficiency of North Iowa Cooperative and achieves overall company goals.

### **General Duties:**

1. Including, but not limited to the following:
  - a. Strong Communication skills – Agronomy and Total Company Business Development
  - b. Cross-marketing with other department and locations
  - c. Agronomy budgeting and departmental profitability
  - d. Maintain strong industry relations with suppliers and manufacturers
  - e. Streamlined fertilizer, crop protection, and seed purchasing
  - f. USA purchasing, Winfield, DeKalb-Asgrow (majors)
  - g. Work with logistics and transportation companies
  - h. Black Box and other incentives management
  - i. Agronomy margins control
  - j. Margin enhancement through value added selling
2. Highest level of customer service and relationship building
  - a. Innovative programs to the customer
3. Focused on unified “Sales and Marketing” of agronomy products and services
  - a. Sales team reporting with goal setting and benchmarking
  - b. Agronomy employee training
  - c. Work with management on hiring/terminating
  - d. Efficient routing of agronomy applications – Agworld
4. Long-term facility and equipment planning
5. General office procedures with Oakland software
6. Other duties as assigned by the General Manager

### **Knowledge, Skills, and Abilities:**

1. Bachelors Degree in relevant field like agronomy, agriculture, or agribusiness, complemented by significant hands-on experience
2. Minimum Class B CDL (Class A preferred) with Haz Mat, Tanker and Air Brakes
3. CCA and Commercial Applicators licenses
4. Proficient in Word and Excel