



Job Description

Position: Crop Specialist

Reports to: Agronomy Sales Manager

Classification: Full-Time, Exempt

Location: Custar

Summary/Objective

Build and maintain customer relationships by providing agronomic recommendations, products, and services that support customers' production goals and profitability. Retain customers, develop new business, and grow profitable sales while working closely with the Agronomy Sales Manager and operations team to deliver dependable service.

Essential Functions of the Job

- Conduct regular, in-person visits with customers and prospects to understand their operations, identify needs, and develop business opportunities.
- Develop crop plans and recommendations based on field history, soil and tissue test results, crop conditions, production goals, and customer budgets.
- Sell and support seed, crop nutrients, crop protection products, precision agriculture services, and other Legacy agronomy programs.
- Work with the Agronomy Sales Manager to establish and review goals for sales, profitability, customer retention, and new business.
- Document customer visits, recommendations, sales opportunities, and follow-up activities in Legacy's designated customer management system.
- Communicate accurate orders, field information, product needs, and application timing to operations personnel. Keep customers informed of changes affecting service.
- Provide crop scouting and coordinate soil and tissue sampling as needed. Follow up on crop conditions, product performance, and customer concerns.

- Participate in the Intensive Crop Management Program, research plots, and Agronomy Research Farm activities. Share findings that support customer recommendations.
- Communicate anticipated product needs and changes in customer plans to support inventory and seasonal planning.
- Follow Legacy's pricing and credit policies and assist appropriate personnel with customer account questions.
- Identify customer needs for grain, petroleum, and other Legacy services. Coordinate referrals and follow up with the appropriate employees.
- Understand agronomy plant operations and assist with assigned operational duties for which properly trained and qualified.
- Maintain current product knowledge, attend required training, and work toward obtaining and maintaining Certified Crop Adviser (CCA) certification.
- Follow company safety policies, care for assigned vehicles and equipment, and represent Legacy professionally.

Qualifications and Requirements

- High school diploma or equivalent with relevant agricultural education or experience; additional education in agronomy, agriculture, or business preferred.
- Working knowledge of seed, crop nutrients, crop protection products, and precision agriculture.
- Strong communication, customer service, sales, and problem-solving skills.
- Ability to organize work, manage customer accounts, and follow through on commitments.
- Computer proficiency and willingness to learn Legacy's agronomy and customer management systems.
- Valid driver's license and a driving record that meets company requirements.

Work Schedule and Environment

Work takes place in offices, agronomy facilities, customer farms, and fields with varying weather and ground conditions. Regular local travel and minimal overnight travel are required. Extended hours, weekends, and responses to customer calls outside normal business hours may be necessary during peak seasons.

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