



Job Title: Agronomy Sales
Location: Alma
Reports to: Location Manager
Salary: Compensation commensurate with experience (*incentives per established scale*)

Required Education and Experience: Bachelor's Degree in Agriculture or related field is preferred. An agricultural background with exposure to agri-business involving agronomy and the marketing of crop production inputs is preferred.

Job Requirements:

- Must be able to obtain an Illinois Commercial driver's license (CDL)
- Must be able to obtain a commercial pesticide license with required endorsements
- Proficient with Microsoft Office applications
- Possess a self-motivating personality as well as team building skills
- Obtain CCA certification
- Demonstrates ability to communicate effectively with management and customers

Essential Functions:

1. Follow all established personnel and safety policies and procedures
2. Responsible for consulting growers and making the appropriate recommendations for fertilizer, crop protection, and seed to increase customer yields
3. Accountable for maintaining current customer base and developing new business
4. Responsible for ongoing communication with location manager to enable timely custom application and product movement.
5. Develop, in cooperation with location manager, sales programs, service programs, and best management practices that increase sales and profitability
6. Maintain a thorough knowledge of our competitors' products, services, and market
7. Effectively utilize the company's Agvance ERP system
8. Continue to seek on-going training and educational opportunities as directed by location manager

Work Environment: The nature of the job may require extended hours.

Physical Demands: While performing the duties of this job, the employee is regularly required to speak and listen. The employee frequently is required to stand; walk; use hands to finger, handle or feel; and reach with hands and arms. This position requires the ability to occasionally lift products and supplies up to 50 pounds.

Other Duties: Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time.

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