

AGRONOMY OPERATIONS/SALES

Classification: Full-Time

Purpose: Develop strong relationships with producers through plant nutrition, seed and chemistry guidance and product sales and support that is focused on helping producers achieve production success. Successful representatives will present solutions, products, services, communication, and the total value of United Farmers Cooperative, at all times, to current and potential customers while being actively involved in the total operational process.

ROLE RESPONSIBILITIES:

Employee Engagement

Proudly conveys the strengths of United Farmers Cooperative, its services, and opportunities to others, including, but not limited to customers, communities, and co-workers. Approaches daily work with enthusiasm and energy. Maintains a team focus and is willing to serve as inside/outside sales and operational support to an assigned location. Proactively identifies areas of opportunity in Agronomy and collaborates with co-workers and management team to enhance efficiency and success. Continues to grow personal knowledge of seed, plant nutrition, chemistry, United Farmers Cooperative locations and services and the Cooperative business model to improve product recommendations and services to the Cooperative's customers.

Growth

Increase Agronomic sales and collaborate with the Agronomy Department Managers and Location Supervisors to determine individual annual contact and sales goals. Develop and utilize sales strategies developed from interactions with vendors in conjunction with the agronomy department vision, to grow the UFC agronomy book of business.

Efficiency

Report activities to the Agronomy Sales Manager on a weekly basis, to achieve the goals of the position and the company efficiently and effectively. Regularly assist location managers and other agronomy sales team members regarding product offerings, seasonal production issues, promotional programs, and operational duties. Utilize all sales tools such as accounting software, customer data software program and other business solutions to enhance customer relationship for performance.

Add value for our Members

Draw upon all resources to fully support customers' needs. Become an unbiased expert about which product offerings and strategies best suit the needs of UFC's customers. Work closely and collaboratively with location managers and sales team to communicate customer needs and assure customer expectations are met. Facilitate connections between customers and other UFC departments to positively enhance customer's production.

ESSENTIAL DUTIES & RESPONSIBILITIES:

may include, but not limited to, the following:

- Contact and learn to understand current customers and prospects needs to be able to market agronomy products and services that enhance the customers profitability and results in the best performance of the cooperative.
- Utilize all sales tools such as Accounting Software, Precision Farming, Crop Scouting, Finance, and other business solutions to enhance customer relationship performance.

- Be actively involved with outdoor operations. Driving a tender or delivery truck, sprayer or delivering NH3 will be required to complete the customer sale during busy seasons.
- Assist location accounting with accurate billings and inventory controls.
- Travel and work in assigned area, with occasional regional travel required.
- Work with the cooperative team to facilitate excellent customer service across multiple locations
- Assist with entering orders into software systems, dispatching, mixing, loading and delivering agronomy orders.

QUALIFICATIONS:

- Prefer job related work experience in agriculture operations with sales experience.
- Demonstrate strong customer service skills and the desire to reach out to customers and prospects to promote UFC products and services.
- Strong basic understanding of agronomy technical knowledge
- Valid Iowa Driver's license with the ability to have or obtain Class A CDL with Haz Mat
- Strong work ethic with the ability/ experience in balancing the agricultural working time needs and personal life
- Proven self-starter with the ability to learn cooperative guidelines to form fast and strong business relationships with customer accounts
- Ability to write routine reports and correspondence to customers.
- Willingness to continue to learn and ability to adapt to the ever-changing agricultural environment.

POSITION OFFERS:

- Growing cooperative with excellent facilities and updated equipment
- Competitive compensation with an excellent benefits package
- Excellent retirement benefits package with pension plan
- Progressive customers using Precision Farming Practices.
- Training available to support sales and marketing skills
- Company sales equipment provided to aid in excellent performance of job duties, including company vehicle, fuel for the vehicle, laptop, and cell phone.

Disclaimer: This job description indicates the general nature and minimum level of work expected. It is not designed to cover every activity, duty, or responsibility required of the employee. The employee may be asked to perform other duties to the successful performance of the job.