

Job Description-Agronomist

Reports to: Director of Agronomy

Status: Full Time Exempt

Overall Job Function:

The agronomist works to proactively build long-term, profitable relationships working with and meeting the demands of targeted customers of Farmers Cooperative Society.

Essential Job Functions:

Direct agronomy sales and service to an FCS customer group through the use of the newest technology combined with people and technical agronomy skills.

Drive key seed, fertilizer, chemical, and Site Specific Ag products and services along with cross selling Grain and Feed products and services for FCS.

Provide customized technical agronomy recommendations and services for customers. Handles/resolves customer complaints to ensure highest possible customer satisfaction.

Develop and maintain a detailed customer database to ensure effective and efficient handling of all information. Help customers succeed profitably.

Develops a territory sales plan, report and executes a sales focused agenda. Knows and implements the FCS selling system.

Target business growth for FCS in the form of wallet share and new target customer acquisition in an expanding territory.

Work with Agronomy management on targeted business planning and execution.

Orchestrates customer needs with operations including applicators, drivers and others to ensure customer satisfaction.

Assists other sales reps/locations as needed or asked by supervisor; participates in special projects.

Other duties as assigned.

Secondary Responsibilities

Ability to operate and understand mobile equipment.

Possess mechanical skills to perform minor maintenance tasks.

Maintains a clean and safe working environment, attention to loading/unloading trucks and moving equipment.

Ability to handle stressful situations professionally.

Competencies

High level of customer service.

Supports a consistent professional image of the company.

Observes safety policy and procedure as absolute.



Attitude of positivity and reacts calmly under pressure.

Work ethic of the highest integrity.

Commitment to dependability and willingness to work to meet goals and deadlines.

Effectively solve problems of the Agronomy department.

Comfort in adding, subtracting, multiplication, division of whole numbers, fractions and decimals.

Qualifications:

High school diploma and related college coursework.

Progressive and positive work history.

Excellent written and oral communication skills.

Technology acumen including Microsoft software, tablet computer use, Agronomy applications, etc.

CCA preferred with 4R Certification.

Class A CDL with Tanker and Hazmat Endorsement.

Minimum of Two years of Agronomy sales or related sales experience.

Work Requirements:

This position will flex time between an office setting and farm time. Office equipment utilized will be computer, phone, fax, copy machine and other standard office equipment. While on the farm, the employee will be exposed to the elements, loud noise, agricultural equipment, and vibrations. The employee is occasionally exposed to moving mechanical parts, fumes and airborne particles. The noise level is usually moderate but occasionally will be loud. PPE will be provided and must be utilized when applicable and according to safety standards. Typical working hours are based on customer and organizational demand; hours may be long, irregular and including weekends and holidays during peak season.

While performing job functions the employee will be required to talk and hear. The employee will spend frequent intervals moving and sitting, while also needing to reach, bend, twist, crawl, crouch, stoop and kneel. The employee will need to be able to lift up to 50 pounds occasionally and 25 pounds frequently and maneuver on and off of mobile equipment. The physicality of this job is high.

***FCS job descriptions are a representation of a job requirements knowledge, skills and abilities. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of the job. After reading the contents of this job description, I understand the responsibilities, requirements and duties expected of me. I acknowledge that I have received a copy of this description for my records. I realize this document is intended to be an accurate reflection of the position; however, Farmers Cooperative Society reserves the right to revise, add or eliminate job functions and duties as conditions warrant. I also understand that I may be required to work overtime, different shifts or hours outside the normally defined workday or workweek to achieve the company's goals. I further understand that this job description does not constitute a contract of employment, nor alter my status as an "at-will" employee**

Employee Name (please print) Employee Signature Date

