



## POSITION OPPORTUNITY

POSITION: Sales Agronomist

**BASIC PURPOSE AND OBJECTIVE:** Accountable for agronomy sales and services to growers in an assigned area. Present solutions, products, services, communication, and the total value of Farmers Cooperative Company at all times to customers and other staff. Know and follow all aspects of company sales policies and procedures.

### POSITION OFFERS:

- Multiple locations across agriculturally diverse southwest Iowa
- Growing cooperative with excellent facilities and updated equipment
- Competitive compensation with an excellent benefits package
- Progressive customers using Precision Farming Practices
- Excellent retirement benefits package with Pension Plan
- Training available to support agronomy and marketing skills
- Company sales equipment provided to aid in excellent performance of job duties

### 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 enhances customers business ROI for the best performance of the cooperative.
- Continually add value to products and services and create agronomic recommendations.
- Utilize all sales tools such as Accounting Software, Precision Farming, Crop Scouting, Finance, and other business solutions to enhance customer relationship for performance
- Will spend majority of work time marketing and managing of sales orders to customers and prospects that result in an increase of profitable sales volumes
- Continue to grow personal knowledge of Agronomy and the cooperative to improve product recommendations and services to the Cooperatives customers
- Work with the cooperative team to facilitate excellent customer service across multiple locations
- Assist outdoor operations when needed. Driving a tender truck, spreader truck and sprayer truck may be required.

### QUALIFICATIONS:

- Minimum Ag Associates degree with four to five years related experience OR equivalent combination of education and work experience
- Valid Iowa Driver's license with the ability to have or obtain a CDL
- Iowa CCA or ability to obtain in 3 years
- Minimum of three years customer sales experience in Ag (prefer job related work experience) with setting of appointments and demonstrating value of the cooperative products to the customer
- Strong basic understanding of agronomy technical knowledge
- Demonstrate strong communication / persuasive / business skills
- 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 with the ability to speak efficiently before groups of customers or other sales representatives of the organization.