



"Working with you"

Job Title: Sales Agronomist **Posting ID#:** 1091820
Reports To: Agronomy Sales Manager, Agronomy Location Manager
Location: Stewartville, MN
Hiring Manager: Jon Schmitz jschmitz@allamericancoop.com

Job Summary:

The Sales Agronomist is responsible for the sales of agronomy products and services to customers and prospects of All American Co-op. Duties include on-farm visits to customers and prospects to discuss agronomic needs and recommend products and services from All American Co-op to fit the customer need. Design of custom plans for individual customers and/or fields is expected. Delivery and/or application of recommended products may be part of the Sales Agronomist job duties.

Job Responsibilities:

- Have a working knowledge of basic agronomy products and services
- On-farm visits with customer/prospects to evaluate producer needs for agronomic products and services.
- Develop agronomic programs and directives for growers making sound economic recommendations.
- Build and maintain customer list using excellent customer service skills.
- Set goals for sales and work with agronomy department manager, agronomy sales manager, location manager and precision ag manager to attain these goals.
- Attend continuing education opportunities to stay current on agronomy products and services.
- Establish and maintain effective working relationships with co-workers, vehicle operators and the general public.
- Understand and comply with relevant OSHA, MDA, DOT, EPA, PCA and other regulations as pertains to job position and agronomy products/services.
- Deliver and/or apply recommended agronomic products in a timely manner as prescribed on an as needed basis
- Perform other related duties as needed or assigned

Job Requirements:

- Must have or obtain CCA Certification
- Pass a company mandated drug test
- Driving history shows a pattern of safe vehicle operation
- Meet the demands of working seasonal long hours
- Be able to lift 55+ pounds repeatedly
- Have or be able to learn how to operate a forklift and other equipment associated with the seed warehouse
- Have or be able to obtain a valid Class A CDL and maintain commercial insurability
- Have or be willing to obtain a custom applicators license
- Ability to communicate daily with co-workers, supervisors, managers and office staff
- Be self-motivated, organized and work with limited daily direction
- Dress appropriately and uphold company image

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as directed to meet the ongoing needs of the organization.