**River Country Cooperative: Agronomy Division**

**Role: Sales Agronomist – Agronomy Sales and Precision Services**

**Supervisor: Sales Manager / Location Manager**

This job will require travel throughout our trade territory with focus on an assigned primary location as determined by the sales manager to provide agronomic and technical support to growers and staff within our organization. Build value by bringing solutions to our customers through strong communication and organizational skills. Communicate openly and effectively with River Country Cooperative customers and staff to plan and forecast needs.

**Principle Duties and Responsibilities: Agronomy Sales**

* Create and recommend agronomic solutions for customers through the offerings of River Country Cooperative
* Understand the business functions of the employee team and assist the team in improving the efficiency and profitability of customers and River Country Cooperative
* Establish effective communication skills with customers and staff
* Create and recommend programs to targeted accounts to increase River Country Cooperative business and customer productivity
* Spend 60% of the time in the country working independently with customers building relationships and understanding their unique needs
* Promote seed, fertilizer, chemical and services offered by River Country Cooperative
* Help assist in scheduling of applicators with staff and customers
* Perform other duties and responsibilities as assigned
* Ability to work in multiple environments

**Principle Duties and Responsibilities: Precision Services**

* Maintain accurate information and submit into database
* Create grower information books
* Develop communication strategies for customer needs (e-mails, mailings, texts, phone calls and meetings)
* Conduct sales and product presentations for training to staff and customers
* Work extensively with Precision Ag lead to assist in projects, data collection, processing, education and attending required training
* Work with patrons in a courteous and professional manner
* Build understanding of the software programs used by River Country Cooperative to manage customer data
* Assist in the building and development of standardized procedures for the Precision Ag Team
* Willingness to adapt to new technology offerings

**Desired Minimum Qualifications:**

* 4 year degree in agriculture or related job experience may substitute for education
* Strong work ethic
* Experience with Precision Ag Software
* Demonstrate strong communication skills
* Clean driving record
* Willingness to work flexible hours

**Licensing and Certification:**

* Maintain valid driver’s license
* Ability to obtain ATV certification
* Ability to obtain Commercial Driver’s license (to help during busy periods)

**Physical Demands:**

The physical demands described are only representative of those that must be met by an employee to successfully perform the essential functions of this job.

* While performing the duties of this job, the employee is frequently required to sit, talk, and hear.
* Specific vision abilities required by this job include close vision, distance vision, peripheral vision and the ability to adjust focus.
* Ability to bend and pick up 50 pounds
* Ability to climb

**Work Environment:**

* Exposed to general office environment
* Much time spent on the farm and in fields assisting growers
* Driving up to 50 miles throughout trade territory

The list of responsibilities and duties is intended to be an illustration of what is required on a daily basis, there will be variations of duties due to the nature of the business. The omission of specific responsibilities and duties does not exclude them from the position.