

Cooperative Farmers Elevator

Position Description & Accountability

DATE: February 12, 2016

JOB TITLE: Agronomy Sales

REPORTS TO: Agronomy Sales Manager

DEPARTMENT: Agronomy

Location: Lake Park

CLASSIFICATION: Full-time

Position Objective

The primary objective of the Agronomy Sales position is to sell and service agronomy customers.

Position Responsibilities

Agronomy Sales:

- Responsible for individual sales of fertilizer, seed, chemicals and technology products and services at the location
- Plan and coordinate all seed, crop nutrients and crop protection products in an effort to grow sales
- Develop and implement a sales strategy to maintain and grow the business (current and prospective customers)
- Develop and implement a technology growth program with customer base
- Service a customer base doing farm plans, providing information and recommending crop protection products
- Project a positive attitude to customers and employees at all times
- Provide outstanding and courteous customer service in order to grow the business
- Communicate with location and department managers any needs or concerns
- Assist in managing agronomy inventories at location
- Attend various required meetings and planning events
- Maintain an accurate sales records for customer base
- Assists in any seasonal operational activities within CFE
- Supports CFE's stated Vision, Mission, and Business Values

Supervision

There are no direct reports for this position.

This position will work collaboratively with the Seed Sales and Business Development managers.

Safety and Compliance

Uphold department Safety & Compliance policies

- Uphold all cooperative policies
- Employee Right to Know meetings, etc. held as required or scheduled in conjunction with Safety Director

Other Duties

Perform other duties as assigned by management

- Collaboratively work with location and departmental personnel
- Attitude consistently mirrors the company image and promotes fellow employee teamwork
- Present a professional image through words, actions, and personal appearance

Basic Qualifications

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- College degree in area of specialty and/or 2+ years of experience in the field or in a related area
- Excellent oral and written communication skills
- Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area, circumference, and volume using basic algebra and geometry
- Ability to manage multiple projects at a time and demonstrate good attention to detail
- Ability to solve practical problems, deal with a variety of concrete variables and interpret a variety of instructions furnished in written, oral, diagram, or schedule form
- Basic knowledge of Yield Monitors, VR Controllers and Planter Monitors
- Proficient with Microsoft Office, Excel software, PowerPoint, Dropbox, and other vendor driven software
- Strong agronomic knowledge of CPP, CN and Seed Genetics
- Valid Driver's License, Class B CDL and Commercial Applicators license or ability to obtain within 30 days
- Ability to operate all equipment associated with establishing, monitoring, analyzing, and harvesting seed demonstration plots
- Proven track record of the ability to organize and carry out sales plans and strategies by performing one-on-one successful selling techniques with agricultural crop producers
- Ability to work extended hours during peak seasons and at times be available nights and weekends.

Competencies

Leadership and Managerial	Functional	Foundational
Planning / Organizing	Business Acumen	Judgment
Adaptability	Professionalism	Customer Service

Physical Demands

While performing the duties of this job, the employee is regularly required to use hands to finger, handle, or feel and talk or hear. The employee is frequently required to walk and reach with hands and arms. The employee is occasionally required to stand, sit, stoop, kneel, crouch, or crawl. The employee must occasionally lift and/or move up to 25 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.

Employee signature below constitutes employee's understanding of the requirements, essential functions and duties of the position.

Employee (Print & Sign): _____ Date: _____