



Farmers Coop Association
Vision Ag LLC

Sales Agronomist

Company Information

Organization Name: Farmers Cooperative Association & Vision Ag LLC

About Our Organization: At FCA/Vision Ag, we serve our communities in southeastern Iowa with a sense of purpose. We're here for our members and customers at the highest level. Choose us for your needs for your farm, home, and business and you'll become part of the FCA/Vision Ag family! We're looking to start a relationship that can endure for generations.

Posted Date: 4/10/2024

Employment Status: Full-time Regular

Position Summary

This position will be working with our growers as an Agronomic Advisor.

Essential Duties and Responsibilities

- Build lasting relationships and form mutual trust with new and current customers to understand their needs. Uses their "can do" attitude and outgoing personality to get the sale.
- Develop a business plan by customer that demonstrates the best crop production practices to maximize yield.
- Conducts sales calls to promote and coordinate the profitable sale of crop nutrients, seed, crop protection, Precision Ag, and services as well as other products offered to satisfy customer needs.
- Grow and maintain business with area producers. Works with location manager to designate areas that need more assistance.
- Develops a strong working relationship with location manager and Vision Ag LLC agronomy team to maximize customer service and teamwork.
- Develop a strong working relationship with local supplier representatives to help support their products as prioritized by the Vision Ag, LLC Agronomy Leadership Team.
- Assist in facilitating operations to meet outlined customer service expectations.
- Examines results of crop production studies to discover and enhance characteristics such as yield, quality, adaptation to specific soils or climates, and resistance to diseases and pests.
- Demonstrates full knowledge of and enforces the cooperative's credit policy.
- Maintains company facilities, personal workspace, company equipment, and company vehicles; performing cleaning and maintenance to maintain a clean and safe environment for customers and co-workers.
- Adheres to all safety regulations, requirements, policies and procedures, including OSHA regulations, the Vehicle Policy and Fleet Safety Program, and DOT regulations.

Education and Experience Required:

- Bachelor's degree (B.A.) from four-year college or university in Agronomy or Agriculture preferred with a minimum of 3 years of sales experience in the agronomic industry in seed,



crop protection/nutrients; or 5-6 years of sales experience in the agronomic industry in seed, crop protection/nutrients, or equivalent combination of education and experience.

- CDL with all proper endorsement beneficial
- Crop Advisor Certification beneficial

Physical Demands:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this Job, the employee is regularly required to sit. The employee is frequently required to talk or hear. The employee is occasionally required to stand; walk; reach with hands and arms; climb or balance; stoop, kneel, crouch, or crawl and taste or smell. The employee must frequently lift and/or move up to 50 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.

This job specification should not be construed to imply that these requirements are the exclusive standards of the position. Incumbents will follow any other instructions and perform any other related duties as may be required by their supervisor or manager.

Job Type: Full-time

Salary: Negotiable

Schedule:

- Day Shift
- Monday through Friday
- Weekend Availability

Benefits:

- Health Insurance
- Coop Retirement
- 401(k)
- Dental and Vision Insurance
- Life Insurance
- Paid Time off

Reliably commute or plan to relocate before starting work.