

Vision Ag LLC

*Job Title: Sales Agronomist*

*Department: Agronomy*

*Reports To: Location Manager*

*Revision Date: 2/22/2023*

Vision Ag, LLC is looking for a dedicated, self-motivated, and energetic Sales Agronomist. This position will be focused on attracting new customers while maintaining and growing our current customer base by providing agronomic expertise on all agronomy products and services. You will be part of an agronomy team that strives every day to provide excellent Customer/Supplier Service. Vision Ag, LLC is dedicated to helping farmers prosper by helping customers manage their risk and maximize production through agronomic advice and crop inputs. This position will be working with our growers as an Agronomic Advisor. The ideal candidate will possess experience in agronomy inputs, seed, crop protection, fertilizer, and precision agriculture. Join our team today and begin a great and rewarding career with excellent training opportunities for growth and development. We are offering a competitive salary based on experience, excellent benefits which include great health insurance, a pension plan and 401K.

#### **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

Job Type: Full-time

Salary: Negotiable

Benefits:

- Health insurance
- Health savings account
- Coop Retirement
- 401(k)
- Dental insurance
- Vision insurance
- Life insurance
- Paid time off

Schedule:

- Day shift
- Monday to Friday
- Weekend availability

Supplemental pay types:

- Bonus pay

Ability to commute/relocate:

- Hedrick, IA 52563: Reliably commute or planning to relocate before starting work (Required)

Work Location: One location