



## **Agronomy Coach Job Description**

As an Agri-Trend Agri-Coach for Torgerson's, LLC, your daily activity revolves working with farm customers assisting them in the decision-making processes related to agronomy. Agri-Coaches are passionate about working in the area of agronomy, and enjoy working with field data to gain insight and improve economic returns. They provide tools and products that collect useful information and develop sound cropping and nutrient management strategies. Their role and objective is to ensure that the customer is maximizing the potential of the resources available to them.

An Agri-Coach must have a sound understanding of soil, water and crop interactions and willingness to work as part of a team. Having knowledge of local farming practices is of benefit. Agri-Coaches receive their training and resources from Agri-Trend Agrolgy Ltd (ATAL).

Agri-Coaches are able to access and leverage sales, training, presentation, and marketing material through Agri-Trend. They also receive extensive agronomic training. They make agronomic recommendations based on the best options for the customer. They abide by an Agri-Coach Code of Ethics and always agree to work together with other trusted advisors of the customer to reach economic returns.

The location of this position is flexible and may include options for placement at Torgerson's, LLC, in Billings, Ethridge, Great Falls, Havre, Hysham or Lewistown, Montana.

### **Responsibilities Include:**

- Identifying customers to offer services, and closing sales to these customers
- Aiding in the decision making process of customers for decisions related to agronomy
- Handling a customer base of 12 to 20 - depending on the size and services needed
- Looking for integrated agronomic solutions and opportunities for farmers
- Support and deliver Agri-Coach processes:
  - Annual Strategy Meeting
  - Soil Analyzer
  - Field Programmer
  - Manure Analyzer
  - Manure Programmer
  - Plant Analyzer
  - Crop Health Initiative
  - All processes are in Agri-Trend's ADS Pro web-based software



**Requirements:**

- Post-Secondary education degree or diploma in Agronomy, Soil Science or related areas.
- 2 years of job experience in agronomy related field.
- Strong agronomic knowledge.
- Must be innovative in thinking.
- Proficient computer skills in Microsoft Office.
- Strong interpersonal skills and sales training is an asset.
- Follow all company standards based on the employee, drug & alcohol and safety handbooks.
- Valid driver's license.
- Perform moderate walking, standing, climbing, lifting, stooping, bending, kneeling and reaching. Work outside and inside, in awkward or uncomfortable positions, around machinery with moving parts. Frequent exposure to dampness and humidity, exhaust fumes, gasoline and diesel fuels.