



<b>Job title</b>	Agronomy Sales Tech
<b>Reports to</b>	Jason Opheim

## Overview

The Agronomy Sales Tech is a hybrid role that will include working with customers in the areas of seed and chemical sales, while allowing for the opportunity to be involved in the daily activities related to custom application and farming.

## Duties and responsibilities

- Grow new customer accounts in the areas of seed and chemical
- Operate Microsoft Office programs and seed software (eSMS)
- Tend during custom spraying season
- Develop quarterly newsletters under the direction of direct supervisor
- Assist with coordination of incoming warehouse deliveries from seed/chemical companies and schedule outgoing deliveries to customers.
- Occasionally deliver seed/chemical to growers
- Assist in operating seed treating equipment
- Scout customer's corn and soybean fields and provide agronomic feedback
- Operate forklift to sort seed and chemical in the warehouse
- Organize and participate in company sponsored events and meetings
- Operate semi and farm equipment
- Other duties as assigned

## Qualifications

- Degree in agricultural area of study preferred
- Strong communication skills and ability to carry on conversations with prospective growers
- Ability to manage work relationships with district sales managers from seed/chemical companies
- Willingness to work seasonal overtime
- Class A CDL, or willingness to obtain within first 6 months of employment (OS&C will pay for training, test and license)
- Seed Treatment License, or willingness to obtain within first 6 months (OS&C will pay for test and license)
- Driven to set and meet or exceed sales goals to expand business and increase personal income
- Ability to adapt to a changing environment

- Thrives on meeting tight deadlines
- Drivers license and reliable transportation

### **Working conditions**

Duties will be a mix of office work, scouting fields outside during summer months, operating forklift in non-climate-controlled warehouse year-round, and operating semi and farm machinery.

### **Physical requirements**

- Worker must be able to lift 50 lb bags/boxes
- Get on and off of a forklift/farm machinery repeatedly during the day
- Work in non-climate controlled warehouse year-round
- Work extended hours during seasonal peaks

### **Benefits**

- Paid-time-off
- Health Insurance
- Company match 401(k)
- Sales commission