**Job Description**

**Category:** Full time-Exempt

**Title:** Agronomist- Site Manager

**Reports To:** General Manager

**Position Objective:**

To direct, promote, and coordinate agronomy operations in a manner that will optimize

the market share and savings, improve efficiency, help achieve the mission and goals, and result in outstanding customer service.

**Position Responsibilities:**

The agronomist responsibilities involve marketing, profitability and sales, reporting, purchasing, resale pricing, inventory, service, maintenance, environmental compliance, and other duties as assigned by the Sales Manager.

The agronomist will maintain a positive attitude that promotes team work and a favorable image.

**Job Duties:**

***Location Manager***

Travel as required for sales effectiveness.

Ensure cooperative facilities and equipment meet all federal, state and OSHA

Regulations resulting in no OSHA, state, or federal citations.

Manage safety through no time lost accidents and ensure a safe working environment for all employees.

Ensure profitability and sales are achieved by increasing the market share through regular sales efforts.

Supervise and delegate responsibilities to both full-time and part time employees.

Coordinate the organization, shipping, and receiving of products.

Responsible for inventory management as it relates to both package and bulk products, enforcing and implementing inventory procedures.

Uphold high standards for cleanliness, safety and security of the warehouse, products and employees.

Implement cost reduction measures in transactions and activities.

Maintain necessary logs and follow governmental and company policies.

***Agronomist***

Make sales calls throughout assigned territory to determine agronomy needs, create solutions and build long term relationships with customers that will generate sales of seed, fertilizer, Ag chemicals and agronomy services.

Create and recommend specific agronomy programs to targeted accounts with the goal of increasing agronomy business.

Spend the majority of time working with farmers to earn business.

Utilize seed, Precision Farming technology, finance, and other marketing tools to grow market share.

Understand the business functions of the employee team and assist the team in improving the efficiency and profitability of the location(s) assigned.

Coordinate with custom applicators and location management on the spreading, spraying, and delivery of bulk fertilizer to assure the cost effective use of equipment.

Establish and maintain effective public relations through customer education and the promotion of new products.

Ensure that federal and state regulations pertaining to chemicals and fertilizers are observed and adhered to.

Work with patrons in a courteous and professional manner.

Relay competitive sales, pricing and marketing information to management in a timely manner.

Performs other duties and responsibilities as assigned.

**Physical Requirements:**

Including but not limited to prolonged periods of standing and sitting, working in confined spaces and from heights, bending, kneeling, climbing stairs and ladders, working in a variety of conditions (heat, cold, dust, etc), lift up to 65 pounds unassisted.

Must maintain a driver’s license.