

# Agronomist

Department: Agronomy  
Location: Valders/Rockwood  
Reports to: Dir. of Business Development  
FLSA Status: Exempt

## **Applications Accepted By:**

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## **SUMMARY**

The Country Visions Agronomy Sales Specialist is responsible for providing a consistently high level of customer service and satisfaction. Daily activities should include customer conversations focused on the unique needs and the continual profit improvement of the customer. The position of Agronomy Sales Specialist requires a self motivated individual who is driven to succeed. The Agronomy Sales Specialist is expected to act as a promoter of Country Visions Agronomy in all customer and employee interactions as well as demonstrating a high quality of work in all tasks performed.

## **PRIMARY JOB EXPECTATIONS:**

Basic requirements for employment at Country Visions are: Positive attitude, initiative, strong work ethic, cooperation, team support, integrity, and tact with fellow employees and customers.

- Responsible for maintaining and increasing the sales of crop inputs and related products to established customers. 2-3 sales calls per day.
- Identify and prioritize potential new accounts and work to secure their business through identification of appropriate opportunities.
- Identify and respond to the customer needs your competitor is overlooking.
- For the top 20 accounts identify what communication style they are in to better prepare for sales calls. Communicate bi-weekly. Planned sales call monthly.
- Complete the Pre-Call planning sheet prior to a sales call.
- Use of provided computer software for field mapping, crop planning and record keeping of customers operations.
- Demonstrate frequent use of organizational skills to plan and prioritize daily activities
- Maintain records of prospect call activities and targeting plans.
- Provide operations personnel with concise directions and communications to insure smooth efficient customer service and avoid, costly errors.
- Keep management informed of situations that may have a negative impact on a customer's financial stability.

- Be aware of, and take appropriate steps regarding customers “past due” status and follow management direction on future sales activities.
- Accessible to customers and fellow employees during hours of business operations.

**SKILLS & COMPETENCIES NEEDED FOR THE POSITION:**  
*(including education and/or experience ,physical demands and work environment)*

Associate Degree, or two years sales experience.

Preferred: Bachelors Degree, two years experience and CCA certification.

A thorough knowledge of agronomic crop production practices. Ability to speak clearly, work with numbers, work with interruption and in a fast paced environment. The ability to maintain a positive attitude with internal and external customers. Attention to detail and strong organizational skills are required. Must be able to communicate effectively using written and verbal skills. Strong problem solving skills are necessary. Computer skills adequate to operate field mapping software, create customer specific crop plans, maintain customer contact and forecasting information, access customer account history and communicate electronically.

- Ability to lift 60 pounds.
- Hours: Daily hours Monday thru Friday with Saturday and Sunday hours expected during field work. Some unpredictable and extended work hours including seasonally extended hours will occur.
- A generally comfortable work environment will be provided. Travel between Country Visions offices and customer locations will be required.
- Class A CDL preferred, but not required.
- Wisconsin Commercial Pesticide Operators License is preferred.

**QUALITIES NEEDED TO EXCEL BEYOND EXPECTATIONS:**

- Develop new agronomic programs and systems that bring value to growers and income to Country Visions.
- Work in conjunction with fellow sales specialists in all departments to maintain and increase Country Vision’s total business.
- Working knowledge and promotion of various products and services provided by Country Visions.
- Conduct producer meetings or functions to educate customers and/or promote Country Visions.
- Willingly provide assistance to plant operations as needed.