



Job Title: Applicator
Reports to: Mohall Agronomy Manager

Department: Agronomy

POSITION OVERVIEW

Envision Cooperative is looking for an Applicator to be based at the Mohall Agronomy Center. The Applicator's objective is to blend, deliver, and apply plant food and crop protection products. This position will work closely with the Agronomy Division Team to build and grow market share in our trade area. The Applicator provides and promotes agronomy services to customers in a manner that will optimize the cooperative's market share and savings, improve the cooperative's efficiency, help achieve the cooperative's mission and goals, and result in outstanding customer service. The Applicator will maintain a positive attitude that promotes teamwork within the cooperative and a favorable image of the cooperative.

RESPONSIBILITIES

Sales

- Maintain delivery schedules and sales to customers in a manner which will result in increased satisfaction.
- Know and use all resources necessary to make proper recommendations and applications of products sold.
- Attend all product updates and service training sessions.
- Clear all major bids with your supervisor.
- Know the prices of all products and services the cooperative offers.
- Keep all customers supplied with product and encourage repeat sales by enhancing the profitability of customers.

Service

- Operate equipment designed for the spreading of fertilizer and/or spraying of chemicals for customers.
- Demonstrate accuracy and efficiency in product application, record keeping, blending fertilizer, and mixing chemicals.
- Convey proper knowledge to customers regarding what products are being used on their crops.
- Help customers improve the process of farming in order to grow good variety crop and increase crop yields.
- Create layer and analyze maps showing precision agricultural data.
- Document and maintain records of customer agriculture information.
- Be aware and in compliance of all government regulations when applying chemicals.
- Maintain the current customer base by supplying customers with products as needed.
- Handle customer complaints in a respectful and useful manner and report all complaints to the Agronomy Manager.

Reporting & Inventory

- Present a copy of each transaction to the customer after each delivery.
- Turn in and promptly invoice all sales tickets.
- Submit daily trip reports to the supervisor.

Safety & Maintenance

- Have equipment in good operating condition by the start of the fertilizer season.
- Wash units as needed, depending on weather conditions.
- Ensure that property, facilities, and equipment remain in good repair and appearance.
- Always be compliant with and adhere to all federal, state, and OSHA regulations.
- Use care in handling NH₃ and liquid fertilizer and ensure no product spills.
- Report all chemical and fertilizer spills and accidents to the supervisor.
- Follow regular maintenance schedule provided by your supervisor.

Other Duties

- Provide the services necessary to meet the department's goals.
- Submit all required operational reports to management within a timely manner.
- Provide additional support and complete miscellaneous tasks as assigned by the Agronomy Manager.

MINIMUM QUALIFICATIONS:

- 2-5 years' experience in agriculture.
- Ability and willingness to learn new software applications and technologies.
- Excellent organizational skills, communication skills, the ability to multi-task.
- The ability to work well on own and amongst a team for many hours.
- Commercial Pesticide Applicator Certification.
- Valid Driver's License is required.

ADDITIONAL DESIRABLE QUALIFICATIONS:

- Previous experience as an applicator or related occupation is beneficial.
- Experience with AgVantage Software is beneficial