

# Linn Cooperative Oil Company

Invites applications for the position of:

## Sales Agronomist

**LOCATION:** Newhall, IA

**JOB TYPE:** Full-time

### **DESCRIPTION:**

A sales agronomist is primarily responsible for the development of relationships with potential and existing customers, maintaining and growing sales volume, crop scouting, soil sampling and delivering products as needed. Performs related work as required.

### Position Schedule:

- Monday through Friday
- 7:00 am – 4:00 pm
- Overtime and weekends will be required during Spring and Fall seasons.

### **EXAMPLES OF ESSENTIAL DUTIES:**

- Develop and maintain relationships with potential and existing customers;
- Maintain and grow sales volume;
- Sell crop inputs: Chemicals, Dry Fertilizer, Anhydrous, etc.;
- Soil sampling;
- Crop Scouting – apply knowledge to recommend products to the customers;
- Load and delivery of chemicals and seed;
- Recommend process improvements for increased efficiencies;
- Display and promote company values;
- Regular attendance;
- Other duties as assigned.

### **REQUIRED KNOWLEDGE AND ABILITIES:**

- Must have excellent verbal and written communication skills;
- Thorough understanding of products to be sold;
- Ability to handle sensitive and confidential situations and documentation;
- Ability to work independently;
- Ability to operate equipment.
- Must pass a background check and drug and alcohol screen;
- Ability to maintain positive relationships with customers;
- Ability to communicate effectively and maintain working relationships with other Coop employees, supervisory personnel and the public;

- Ability to understand and make work decisions in accordance with office rules, regulations, policies and procedures;
- Ability to quickly learn and put to use new skills and knowledge brought about by rapidly changing information.

### **ACCEPTABLE EXPERIENCE AND TRAINING:**

- Associate's degree in relatable field required;
- Bachelor's degree in a related field preferred;
- Certified Applicator License; Minimum 1A, 1B, 1C
- Tanker and Hazmat Endorsement preferred;
- Experience in a similar field preferred, but not required;
- Any equivalent combination of experience and training which provides the knowledge and abilities necessary to perform the work.

### **SPECIAL CONDITIONS OF EMPLOYMENT:**

Work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Sit an average of 5-6 hours per workday
- Stand an average of 3-4 hours per workday
- Walk an average of 1-2 hours per workday
- Bend/Stoop – Rarely (1-2 times/day)
- Squat – Rarely (1-2 times/day)
- Reach above shoulder level – Rarely (1-2 times/day)
- Up to 50 lbs of weight carried – Rarely (1-2 times/day)
- Up to 50 lbs of weight lifted – Rarely (1-2 times/day)

Job requires being around moving machinery and equipment, operating a company vehicle, and wearing personal protective equipment as required.

Valid Drivers' License with Class B CDL – Insurable Driving Record

Exposure to several chemicals, fertilizers, etc. Personal protective equipment will be provided

---

Applications/resumes may be emailed to:  
[hiringlecommittee@linncoop.com](mailto:hiringlecommittee@linncoop.com)

Position: Sales Agronomist  
Location: Newhall

OR

Dropped off at our office;  
2851 71<sup>st</sup> St  
Newhall, IA 52315  
319-531-7001

