

SALES AGRONOMIST

TENNESSEE / NORTH ALABAMA

Reports to – Sales Manager

POSITION SUMMARY:

This position is responsible for maintaining and expanding a sales territory. Reporting to the Sales Manager, the Sales Agronomist establishes and executes a sales strategy, which maintains and grows client relationships within the territory. This territory is Tennessee & North Alabama, with a preferred location of central TN.

ESSENTIAL JOB FUNCTIONS AND RESPONSIBILITIES:

- Present and sell company products and services to current and potential clients.
- Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
- Follow up on new leads and referrals resulting from field activity.
- Identify sales prospects and contact these and other accounts as assigned.
- Prepare presentations, proposals and sales contracts.
- Develop and maintain sales materials and current product knowledge.
- Establish and maintain current client and potential client relationships.
- Prepares credit paperwork to activate and maintain contract services.
- Manage account services through quality checks and other follow-up.
- Identify and resolve client complaints.
- Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
- Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.
- Coordinate company staff to accomplish the work required to complete sales.
- Develop and implement special sales activities to reduce stock.
- Perform random soil sampling of each field within the territory every 3 to 4 years and prepare for analysis.
- In order to evaluate the nutrient management program, monitor plant response to nutrient application on a regular basis.
- Evaluate farm nutrient levels from soils, plants, and manures and integrate into a nutrient management strategy.
- Stay abreast of current agronomic and pesticide information through meetings and publications.
- Acquire Certified Crop Advisor certification
- Assist where needed.





EDUCATION AND EXPERIENCE:

- College Degree or Equivalent Experience
- 1-5 Years of experience in the Agricultural Industry

Limitations and Disclaimer:

The above job description is meant to describe the general nature and level of work being performed; it is not intended to be construed as an exhaustive list of all responsibilities, duties and skills required for the position.

This job description in no way states or implies that these are the only duties to be performed by the employee occupying this position. Employees will be required to follow any other job-related instructions and to perform other job-related duties requested by their supervisor in compliance with Federal and State Laws.

Requirements are representative of minimum levels of knowledge, skills and/or abilities. To perform this job successfully, the employee must possess the abilities or aptitudes to perform each duty proficiently. Continued employment remains on an "at-will" basis.

This description is subject to change.



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