



JOB DESCRIPTION

Position Title: Agronomy Advisor

Location: Adams Wisconsin

Reports to: Director of Sales

Summary of Position:

Allied Cooperative is a leading agriculture sales and service competitor in the Wisconsin market and is experiencing significant growth. Allied offers incentive programs and an excellent benefits package to stay ahead of the market average. Allied is currently looking to place a highly motivated and energetic person in an established sales territory. The ideal Agronomy Advisor is responsible for sales of agronomy products and services to production customers by performing all duties assigned.

Responsibilities of the Position:

- Make sales calls throughout assigned territories to determine agronomy needs, create solutions and build upon established relationships as well as define new long term customers that will generate sales of seed, fertilizer, CPP products, precision agriculture, and agronomy services.
- Work with growers on a very diverse crop portfolio, including: Potatoes, Snap beans, Carrots, Peas, corn, soybeans, onions, and others. This is a very unique opportunity to work with a non traditional group of growers.
- Develop and maintain a current list of customers and prospects and rate them based on potential size of operation, credit worthiness and other pertinent marketing information.
- Responsible for managing and advising location Sales & Marketing Intern
- Keep current on agronomic products, trends, problems, services and resources to sell agronomy products in an ethical manner.
- Recommends and sells products and programs to the producer within the company credit and pricing policies.
- Relays competitive sales, pricing and marketing information to management in a timely manner.
- Communicates with management about products being sold or prepaid and problems with products, programs to the producer within the company credit and pricing policies.

Qualifications:

- Be 18 years of age or older
- Have at least 4 years of agronomy sales experience or equivalent education
- Be able to sit, stand, have good leg and finger dexterity and lift up to 50 pounds
- Possess good written and oral communication skills

Disclaimer:

This job description indicates the general nature and level of work expected. It is not designed to cover every activity, duty or responsibility required of the employee. The employee may be asked to perform other duties related to the successful performance of this job.

All employees of Allied Cooperative are employees at will, which means that they can terminate their employment at any time, with or without notice and with or without cause, and that the company may terminate the employment of any employee at any time, with or without notice and with or without cause.

Employee _____ Date _____

Supervisor _____ Date _____

Revision	Description	Approved By	Date
0	Original	Izaak Rathke	1/29/2019