



## Sales Agronomist

Location:

Classification: Full-time; Exempt

Hours/Week: 40 hours per week with more hours required seasonally and as needed

Reports to: Agronomy Team Manager

Reporting to Agronomy Team Manager, the Sales Agronomist is an Exempt position.

This position is responsible for managing customer relationships and will develop a strategy to ensure positive relations are maintained with key account holders.

Primary Responsibilities:

The essential functions include, but are not limited to the following:

- Direct agronomy product and service sales and service to NCC customers while helping them to grow their profitability.
- Participate in cross selling NCC Grain and Feed products and services.
- Provide customized technical agronomy recommendations and follow-up service for customers.
- Resolve customer complaints to ensure highest possible customer satisfaction.
- Develops and maintains relationships with potential and existing clients in the agronomy field.
- Identifies and locates new clients through a variety of methods including networking and cold calls.
- Develops and implements strategies for sales in an assigned region or industry.
- Applies knowledge of the field and product features to match products to the needs of clients.
- Answers inquiries from clients concerning products, their uses, and the industry at large.
- Provides information, quotes, credit terms, and other bid specifications to clients.
- Negotiates prices, terms of sales, and/or service agreements; prepares contracts and submits orders.
- Collaborates with purchasing departments, managers, and other staff to confirm that orders are processed with accuracy and efficiency and that products are distributed properly.
- Periodically prepares and reports results, status of accounts, and leads to manager.
- Performs other duties as assigned

## Job Requirements

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### Qualifications:

- Bachelor's degree in Agronomy, Business, Business Administration, or related field, OR
- Progressive, positive work history.
- Excellent verbal and written communication skills.
- Excellent sales and customer service skills with proven negotiation skills.
- Class A CDL w/Tank and HazMat Endorsement or ability to obtain is preferred.
- Excellent organizational skills and attention to detail.
- Proficient with Microsoft Office Suite or related software.

### Physical Requirements

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this position. Reasonable accommodations may be made to enable individuals with disabilities to perform the functions. While performing the duties of this position:



- Must be able to lift and carry 25 pounds at times.
- The Employee is regularly required to talk or hear.
- Frequently required to use hands or fingers, handle or feel objects, tools, or controls.
  
- Must be able to work outdoors in varying weather conditions.
- The noise level in the work environment is usually low to moderate.

*This job description in no way states or implies that these are the only duties to be performed by the employee(s) incumbent in this position. Employees will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments. All duties and responsibilities are essential functions and requirements and are subject to possible modification to reasonably accommodate individuals with disabilities. To perform this job successfully, the incumbents will possess the skills, aptitudes, and abilities to perform each duty proficiently. Some requirements may exclude individuals who pose a direct threat or significant risk to the health or safety of themselves or others. The requirements listed in this document are the minimum levels of knowledge, skills, or abilities. This document does not create an employment contract, implied or otherwise, other than an "at will" relationship.*

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