



Job Title: Agronomist / Agronomy Sales

Department: Tioga Agronomy

Supervisor: Agronomy Manager

Essential Duties and Responsibilities *(Other duties may be assigned)*

A person in this position is accountable for advising customers on selection of plants and methods of planting and cultivation. Create crop input plans for customers. Assist customers with product portfolio, including the introduction of new products and systems. Scout fields for weeds, pests, and insects. Suggests seed and treatment suitable for specified growing conditions. Knowledge of customer/prospect base, key growers, competition (including competitive products, crops, processors, and key industry influencers.) Sets clear expectations with customer on terms of sale, price, and delivery Sales of chemical, fertilizer, seed, feed, mineral, precision Ag products and customer application services. Prepares sales invoices, receives payment or obtains credit authorization. Coordinate's delivery of product for customer. Promotes new merchandise to customers. Maintain and increase current clients. Takes inventory of stock. To perform the job successfully, an individual should demonstrate the following competencies:

Job Knowledge - Competent in required job skills and knowledge; exhibits ability to learn and apply new skills; keeps abreast of current developments; requires minimal supervision; displays understanding of how job relates to others; uses resources effectively.

Quality - Demonstrates accuracy and thoroughness; looks for ways to improve and promote quality; applies feedback to improve performance; monitors own work to ensure quality.

Quantity - Meets productivity standards; completes work in timely manner; strives to increase productivity; works efficiently.

Safety and Security - awareness safety and security procedures; determines appropriate action beyond guidelines; reports potentially unsafe conditions; uses equipment and materials properly.

Supervisory Responsibilities

This job has no supervisory responsibilities.

Qualifications

- Class A CDL (Preferred)

- Pesticide Applicator's License (Preferred)
- Bachelor's degree in agronomy, agribusiness or a related discipline (Preferred)
- Valid Driver's License (Required)

Education and/or Experience

- Bachelor's (Preferred)
- Ability to identify common weeds, pests, and insects.
- Strong knowledge of chemical, fertilizer, and seed.
- Excellent work ethic
- Ability to read field maps and use tractor-mounted field computers.

Computer Skills

Basic computer skills necessary

Physical Demands

The physical demands 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.

While performing the duties of this Job, the employee is regularly required to stand; use hands to finger, handle, or feel and reach with hands and arms. The employee is occasionally required to walk; sit; climb or balance; stoop, kneel, crouch, or crawl and talk or hear. The employee must occasionally lift and/or move up to 100 pounds.

Work Environment

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. The noise level in the work environment is usually moderate.

HOURS / DAYS / SCHEDULE

This is a full time, 40+ hours per week position, typically Monday - Friday. Qualified applicants must be available to work evenings and/or weekends as needed, especially during times of high seasonal demand.

SALARY / WAGE / BENEFITS

This position offers a competitive wage and will be discussed during the interview process. Full-time positions also offer a complete benefit package including: employee discounts,

medical, dental, vision, life & long-term disability benefits and bonus opportunities. Employees may also participate in the company's 401(k) plan after meeting eligibility requirements.

All applicants are subject to pre-employment drug testing and may be subject to pre-employment background checks. Candidates must be eligible to work in the US as well as meet the qualifications listed above to be considered for the position.

Pinnacle is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or veteran status.'

Benefit Conditions:

- Waiting period may apply
- Only full-time employees eligible

Work Remotely

- No

Job Type: Full-time

Pay: \$60,000.00 - \$75,000.00 per year plus performance based incentives/bonuses

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Disability insurance
- Employee assistance program
- Employee discount
- Flexible spending account
- Health insurance
- Life insurance
- Paid time off
- Profit sharing
- Vision insurance