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Bangor, IA Crop Consultant (175125-001) - (Bangor, Iowa, Mid-West United States, USA)

Company: Agrium Wholesale

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Open Til: 04-Mar-12

Industry Sector: Agribusiness

Industry Type: Agronomy

Career Type: Consultant

Job Type: Full Time

Minimum Years Experience Required: N/A

Salary: Negotiable

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Agrium is driven by growth, whether it is to improve the performance of crops that feed the world responsibly, grow our business, our market share or our earnings. Headquartered in Calgary, Alberta, Agrium is one of the world's largest nutrient and fertilizer producers with net sales of almost \$10-billion over the past two years, compared to just \$2.8 billion five years ago and \$1.7 billion ten years ago. How's that for growth!

We also encourage our employees to grow within their roles as we continue to pursue new ways to make Agrium a great place to work. In 2010, we were awarded the distinction of being named one of Canada's Top 100 Employers and one of Alberta's Top 50 Employers. Come grow your career at Agrium and join our more than 11,000 employees across North and South America to help feed a growing world.

Prior sales experience and/or Pest Control Advice license may be required

- Sells company products and services
- Maintains sales programs within assigned territory/accounts
- Responsible for meeting annual sales goals
- Monitors competitive activity and trends
- May be required to keep records and prepare reports on sales activities
- Knowledge of product features, benefits, and use
- Responsible to continue education on marketing techniques, products and services
- Provides training to employees as needed
- Initiates trials that will support marketing efforts
- Interprets soil, tissue, and water analysis
- Researches and responds to technical inquiries
- Develops proprietary fertilizer formulations
- Publishes and distributes periodic summaries of agronomic observations and research
- Maintains and builds customer contracts
- Other duties as assigned

Job requirements:

- Demonstrated supervisory experience in vocational agricultural or a combination of education and work experience
- Agricultural based degree desired

- Valid driver's license is required

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