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Dyna-Gro Seed Sales Agronomist (175235-001) - (Minneapolis, Minnesota, Mid-West United States, USA)

Company: Agrium Wholesale
Apply below

Open Til: 05-Mar-12

Industry Sector: Agribusiness

Industry Type: Agronomy

Career Type: Agronomist

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.

Reports to: Agronomy Manager

Department: Seed

JOB SUMMARY:

Will be responsible for seed training and sales support with Dyna-Gro product line and overall seed agronomic knowledge that will lead to increased seed sales in the geography they are assigned. Position will be benchmarked and monitored as to achievement of manager, division and regional management satisfaction.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- CPS Seller Training for both product confidence and understand seed sales process
- Assisting division seed sales representatives in their seed selling efforts, (field days, ride alongs, grower meetings, post harvest meetings)
- Data Manager, (plot data, seed matrix) to field in Marketing format
- Attitude Cheerleader and supporting CPS sellers focus on seed sales
- Product-line development and improving Dyna-Gro Product Line-up, (building product knowledge set, confirming genetic supplier ratings, expert on Dyna-Gro Products)
- Customer Service Inquiries Follow-up and supporting field problems
- First Resource on Precision Placement and Product Placement
- Coordinate 3rd Party testing and Plot Paks
- Agronomic Bulletins, Product Guides, Tech Sheets and Agronomic Support materials
- Administrative, (expense reports, managing emails, meetings, cca credits, etc)
- Perform other duties as assigned.

JOB QUALIFICATIONS:

- High school diploma or equivalent; BS in Ag Economics or ag-related courses preferred
- 5+ years of experience in Ag industry; understanding crop production practices.
- Working knowledge of computers and various software packages used in business applications (Outlook, Word, Excel, PowerPoint, etc.).
- Excellent verbal, written and interpersonal communication skills.
- Proven knowledge of standard concepts, practices, and procedures within the agriculture industry, as well as the application of agricultural chemicals in a small plot setting.
- Prefer experience with developing agronomy plans (soil fertility recommendations, weed control and seed selection)
- Knowledgeable on standard concepts, practices, and procedures within the seed industry.
- Work under general supervision.
- Creativity and innovation are a must.
- Must be a self-starter and be highly motivated to exceed goals.
- Thrive in a teamwork environment.
- Live within the assigned territory

Dyna-Gro Seed Sales Agronomist

% Time	Responsibility
45.0%	CPS Seller Training, Product and Agronomic, assist in developing positive seed attitude
10.0%	Sales Support, (field days, ride alongs, grower meetings, post harvest meetings)
7.5%	Data Manager, (plot data, seed matrix) to field in Marketing format
15.0%	Product developing and improving Dyna-Gro Product Line-up, (research and strip plots, building knowledge set, expert on Dyna-Gro Products)
5.0%	CSI Services and field problems
5.0%	First Resource on Precision Placement and Product Placement
2.5%	Coordinate 3rd Party testing and Plot Paks
5.0%	Agronomic Bulletins, Product Guides, Tech Sheets and Agronomic Support materials
5.0%	Administrative, (expense reports, managing emails, meetings, cca credits, etc)