



## Sales Agronomist

These are the **basic requirements** of the position and must be performed competently. Basic requirements include, but are not limited to the following:

- Make sound recommendations to customers by presenting Agronomy solutions, products, services, and/or concepts in order to maximize returns for the customers.
- 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.
- Prioritize prospects and partial customers to identify the best opportunities for growth.
- Make regular sales calls on current and potential customers and respond to customer's inquiries and questions in a timely manner.
- Develop and maintain effective business relations with current and potential future customers.
- Document and submit sales call information to direct supervisor using Mid County's CRM program.
- Advise customers on the proper use of products and equipment.
- Collaborate with other departments and/or locations to identify potential benefits to the customer from other company programs
- Establish and attain sales goals that are compatible with Mid County Coops annual goals.
- Work with customers, suppliers, and management to resolve product/service complaints fairly and equitably.
- Ability to lift 70 pounds.
- Maintain the image of Mid County Coop. Inform all company personnel of the importance of portraying a professional image of company facilities, equipment, and personal appearance.
- Maintain sales contracts and bookings.
- Develop account plans that include strategy and tactics for achieving desired customer results.
- Responsible for learning new product specifications and applications
- Help Location monitor projected sales in order to monitor inventory needs.
- Offer timely feedback to Mid-County Coop on execution of plans, needs, opportunities, value, and obstacles discovered during the selling process.
- Establish cohesive working relations with other Mid County Coop employees, its patrons and vendors to establish a positive work environment.
- Complete training and attend meetings/workshops/seminars/continuing education appropriate to the position, as assigned and approved by direct supervisor.
- Inform direct supervisor of all relevant departmental issues in a timely manner.
- Perform all other duties as assigned by direct supervisor.
- Assist other departments as needed.
- Comply with Mid County Coop policies, including Mid County Coop's safety policies

### ADDITIONAL JOB QUALIFICATIONS:

- Valid state motor vehicle operator's license, CDL and other DOT qualifications for operation of a commercial motor vehicle. This position requires the safe operation of a motor vehicle to perform the essential functions of the job.
- The employee must meet the qualifications set forth in Mid County Coop's motor vehicle safety policy.
- Have a valid MN Commercial Applicator License including tanker and hazmat.
- When eligible, attain a Certified Crop Advisor status.