



Position Title: Sales Agronomist **Reports To:** Agronomy Manager **Date:** 9/15/25

Qualifications:

- Pass required drug and alcohol tests
- Willing to complete background check
- Able to fill out reports and work orders neatly and legibly
- Willing to work long hours as needed
- Willing to attend all safety and informational schools
- Willing to assist in other areas of the Co-op
- Proficient in Xcel, Word and Agvantage
- When eligible, attain a Certified Crop Advisor status
- Maintain a valid drivers license
- Ability to lift 70 pounds

Work hours: Basic workday 8:00 – 5:00 off season
Work long hours and weekends as needed seasonally

Pay Scale: Open

General Duties and Responsibilities of All Employees

In order to supply our members and patrons as efficiently as possible with the goods and services they require, and to be an asset to our community, we expect each employee to carry out the following general duties and responsibilities. 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.
- Work 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.
- 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 monitor projected sales in order to monitor inventory needs.
- Offer timely feedback to Mid-County on execution of plans, needs, opportunities, value, and obstacles discovered during the selling process.
- Establish cohesive working relations with other Mid-County 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