

**POSITION**

Sales Agronomist

Classification

Salary

Salary Grade

Exempt

Reports to

Agronomy Manager

Date

12/3/2025

JOB DESCRIPTION:**Summary /Objective**

Assist customers with the agronomy needs of their operations by providing inputs and assist in the decision making process.

Essential Function

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Perform various aspects of agronomy service including but not limited to the following:

1. Provide customer service to patrons in by making field application recommendations/suggestions based on soil samples or otherwise as well as answering questions that patrons have.
2. Network and make contact with current and potential customers in order to bring business into the coop, in the form of seed, fertilizer, chemical or application sales.
3. Prepare application orders.
4. Input seed orders into the online recordkeeping systems for the coop's partnered brands.
5. Contact representatives of the coop's partnered seed brands to discuss concerns, apply for extra discounts for patrons, and to communicate our inventory needs.
6. Code seed invoices and follow up with billing departments if there are discrepancies.
7. Assist in soybean seed treatment in season.
8. Preparation of seed orders and distribution to growers.
9. Assist in the field scouting program in season, walking fields, writing field reports, and delivery of said reports to customers on a weekly basis.
10. Observation and reporting of test plots in season, documenting changes, recording data and providing overall results at the end of the season, both with the cooperating grower as well as the coop's agronomy team.

11. Attend trainings presented by the seed and chemical companies we work with to gain up-to-date information and knowledge on the products that we will be sending out our door.
12. Act as the Sustain lead for the coop.

Competencies

1. Oral and written communication
2. Problem solving
3. Customer service
4. Teamwork

Supervisory Responsibility

There are no supervisory responsibilities in this position.

Work Environment

Indoor and outdoor work is required based on the season and the individual day's plan.

Physical Demands

1. Ability to lift up to 70 lbs
2. In crop field scouting

Position Type/Expected Hours of Work

This is a full-time position. Days and hours of work are Monday through Friday, 8 a.m. to 5 p.m.

Required Education and Experience

1. High school diploma
2. 4 year college degree
3. Prior experience in Agronomic field
4. Valid Drivers License

Additional Eligibility Qualifications

1. Pesticide Commercial Applicator License

Other Duties

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.