

Our client is a solution driven provider of crop inputs for farm businesses in Central Ontario. They set themselves apart from the competition with quality services, innovative products, and agronomic expertise to help customers be efficient and profitable. As a Sales Agronomist, be responsible for all activities within the sales cycle to support your clients, including soil sampling, nutrient management, cropping recommendations, pre-season planning and delivery of crop inputs throughout the year. This is a collaborative team committed to developing, implementing, and demonstrating sustainable practices to help reduce environmental impacts in the farming communities they live and work in.

Sales Agronomist

Central Ontario

Reporting to the Sales Manager, you will:

- Engage customers to maintain and build relationships by providing timely and effective solutions that will also grow product volume and expand the seed business in the region.
- Maintain current customer base, farm information and historical decision making using a proprietary database and other software platforms that producers use to make manage their businesses.
- Develop and manage a prospect plan to build new customer relationships through soil samples, value-add services and providing solutions before problems occur once accounts have been established.
- Set up new accounts correctly by administering the credit application and working closely with management to reduce credit violations and improve accounts receivable.
- Develop fertilizer programs for optimal yields by managing soil sampling, planning value-add follow up in-season, and using available agronomic and GPS tools to build crop plans and budgeting.
- Supervise and lead seasonal employees, including assisting in training, communicating expectations clearly, and creating a safe work environment to utilize the full capacity of staff during the busy season.
- Stay up to date on current trends, innovations and new products in the marketplace that will create value for customers and the company.
- Assist in plant operations when required, including the delivery and movement of product, inventory control measures and maintaining a well-kept and safe facility.
- Collaborate with the agronomy team to develop content for the monthly newsletter, weekly email campaigns and social media content, and participate in meeting preparation and Grower Days planning.

Your background includes:

- A Post-secondary degree, or equivalent in Agriculture, Agri-Business or Plant Science or related experience.
- Agriculture experience, preferably in row crop, in a sales and/or agronomy role. A CCA is an asset.
- Ability to work in cross-functional teams across the retail business structure, and adapt to grower behaviours, agriculture trends, and market factors impacting the profitability of customers.
- Experience planning, presenting, and organizing internal company meetings and customer facing activities, such as plot demonstrations, product launches, and industry events.
- Excellent interpersonal, communication, organizational and problem-solving skills.
- Comprehensive understanding of Microsoft Office Suite of software, CRM software and various Farm Decision Making software (e.g., Granular, Field View, etc.)

This is a retail office role with travel within Central Ontario to meet customer needs, and overtime work during busy seasons.

The position offers a competitive salary, vehicle, and professional development opportunities.

LITHERLAND & CO

To learn more about this position and our client, contact Brook Coatsworth at bmc@litherlandco.com
or by phone at 416-868-4888 Ext. 5 quoting "LC2240714 Sales Agronomist"

Litherland & Co. is dedicated to fair and equal opportunities for all applicants. Candidates are selected upon the highest level of equity, diversity, and inclusion across the organization and throughout its hiring process. If you are selected for an interview and require accommodations, arrangements will be made for your convenience throughout the recruitment.