



Job Title: Sales Agronomist

Labor Grade: Salary

Phone: (701) 679-2578

206 345th Ave SE P.O. Box 316

Max, ND 58759

Website: schereskyagservice.com

Job Summary:

Work in a team environment with existing sales and agronomy staff to build professional customer relationships and facilitate purchasing decisions with growers. Communicate with growers and provide solutions to agronomic challenges from seed selection through harvest. Be responsible for providing expert advice and strategic new agronomic practices to growers. Provide positive customer experiences through outstanding service and ethical recommendations.

Essential Job Functions:

- Build recommendations for seed, chemical, and fertilizer based off sound management practices.
- Recommendations must be in compliance with state, federal, and label regulations.
- Assure recommendations are in the best interests of the customer at all times.
- Perform sales calls on current clients and strive to build upon existing business.
- Cold call prospective clients.
- Present products, services, and the value of the organization to growers in an effective manner.
- Work with customers, other sales staff, and supplier representatives to resolve complaints in a fair and timely fashion.
- Complete all necessary paperwork accurately and efficiently.
- Administer retail programs and pricing to customers in an understandable matter.
- Work with management to maximize inventory forecasting and management.
- Assists with organizing deliveries of seed, chemical, and fertilizer.

Essential Job Requirements:

- General knowledge of modern agronomic production practices and recommendations.
- Positive go-getter attitude is a must with the ability to work in a fast-paced environment.
- Ability to identify common weeds, insects, diseases, and crop conditions.
- Maintain a valid driver's license.
- Required to have a positive customer service attitude with the growers.
- Must be self-motivated and practice effective time management with growers and deadlines.
- Create sales goals for existing and potential customers.
- Ability to build fertility recommendations based off soil test data and yield goals.
- Effective listening and problem solving while at the same time being able to convey sales messages.
- Develop sales strategies to target new and existing growers.
- Communicate effectively with supervisors, customers, and other sales staff in a team environment.
- Ability to work overtime when needed.

If interested or have any questions, please call or email Galen Scheresky at (701) 337-6496 or agservegalen@restel.com.