



Job Description

Job Title: Sales Agronomist	Date: 2018
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Division: Sylvite Agri-Services	Location: Various Branches
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This position reports to the Branch Manager, Sylvite Agri-Services Ltd.

Job Responsibilities:

Sales and Service

- Service existing farm customers as a key point of contact for sales, service & information
- Provide agronomic services such as soil testing, precision agriculture and recommendation of crop protection products for overall success for our customers
- Develop and perform sales strategy for the market and coordinates with the branch business plans, that ensures attainment of company sales goals and profitability
- Prepares action plans by individuals as well as by team for effective search of sales leads and prospects
- Provides timely feedback to Supervisor regarding performance
- Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin
- Maintains accurate records of all pricings, sales, and activity reports
- Controls expenses to meet budget guidelines
- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team

Sales Support

- Support the success of the sales team through the use of new precision agriculture technologies, cloud based customer focused agronomy tools including the promotion of 4 R nutrient management
- Support the use of company Crm software system for the high level of customer service we expect at Sylvite for our customers
- Support all administrative functions relative to the sales team and customer service
- Participate in industry associations, attend related conferences, building network of customers, suppliers and partners

Budgeting and Financial Reporting

- Assist with the budgeting process at the branch level, including regular forecasts for revenue and profit levels and establish appropriate targets

Operations and Support

- Participate and support all branch activities to maintain a high level of customer service including on farm calls, trials and field tours and meetings.

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Company Knowledge and Mutual Support

- Become knowledgeable about all Sylvite branches and divisions and the products and services they provide to customers
- Demonstrate adherence to ISO standards and other best practices
- Documentation of all processes and tasks for which a function is responsible
- Demonstrate a high degree of service to and collaboration with other branches and business units
- Provide support to other department members maintaining a sense of team
- Provide positive feedback to others when possible; coach others for success
- Recommend opportunities for improvement of processes and systems as a result of the function performed or based on observations
- Recommend opportunities for reducing costs

Key Attributes required for the position:

Represent yourself in a professional manner while working in a team related environment
 Manage change; mediate and resolve conflict
 Demonstrate business acumen – includes the ability to analyze factors and market forces that impact profitability, prepare strategic reports, budgets, forecasts, etc.
 Communication Skills; Developing relationships and partnerships, Presentation Skills
 Decision Making and Problem Solving Skills
 Customer Service Orientation with profitable sales growth in mind
 Superior Negotiation Skills

Education, Experience and/or Training Requirements:

3+ years in a Sales Related Position
 1+ years in Agriculture or related industry
 University degree or College diploma in agriculture, related field or equivalent experience
 Proficiency in all Office Software, particularly Excel

Working Conditions:	
Physical Effort	Normal
Physical Environment	Normal
Sensory Attention	Normal
Mental Stress	Normal