

# Agronomist, CA

**Job Title:** Agronomist

**Date Posted:** 04/25/2016

**Division:** Agronomic Consulting

**Location:** Bakersfield & Central Coast

**Purpose of Job:** Ag Laboratory & Consulting is seeking an Agronomist who will be responsible for managing existing accounts and attracting new customers within the sales territory. This role will also assist customers with proper product selection and use based on agronomic needs. To become the market leader in sales geography, it is crucial for the Agronomist to maintain existing relationships and develop new profitable customer connections.

Grow your career with a strong and profitable industry leader offering competitive compensation, tremendous growth and development opportunities, and a people-first work environment.

- Responsibilities:**
- Management of existing customer base.
  - Identify new key customers, understand their business, determine their needs and develop agronomic plans and actions.
  - Communicate to the district management the initiatives, objectives, strategies, and action plans.
  - Point person for managing the support resources for the territory including laboratory services and irrigation monitoring product line.
  - Responsible for sales territory budgeting, forecasting and analysis.
  - Responsible for following credit policies and managing risk for the company.
  - Development of annual business plan that optimizes growth and profitability for the territory.
  - Implement marketing and sales plans; establish and meet sales goals; and network with industry representatives to expand sales opportunities.
  - Build product and market knowledge to add understanding and credibility.
  - Become primary contact between your customers and ALC including deliveries, forecasting, credit, complaint handling, custom application, etc.
  - Strictly follow all company policies which includes safety & regulatory.

- Required Skills, Experience and Competencies:**
- Good interpersonal and team building skills with a positive attitude and ability to establish relationships with field personnel, peers and customers.
  - Bachelor's degree in crop science, soil, or agronomy crop production. A college degree can be waived if an outstanding and dynamic individual with a proven successful track record in retail sales and production agriculture has the necessary experience for this job position.
  - 1-2 years' experience or education is preferred.
  - Knowledge of agricultural production and practices

- Demonstrate excellent written and oral communication skills
- Ability to work independently with minimum supervision
- Willingness to travel
- Must demonstrate knowledge of fertilizers (dry and liquid).
- Proficient with computers utilizing Microsoft Windows and Windows applications.

**CERTIFICATES, LICENSES, REGISTRATIONS:** CCA certified or equivalent knowledge. Valid state motor vehicle operator's license. This position requires the safe operation of a motor vehicle to perform the essential functions of the job. The employee must meet the qualifications set forth in our motor vehicle safety policy

**Compensation and Benefits**

- Annual Salary (to be determined based on experience and other factors)
- Opportunity to earn a commission based bonus
- All applicable company benefits including company vehicle

Equal Opportunity Employer/Minorities/Women/Veterans/Disabled

**Please send resume & Cover Letter to  
info@aglaboratory.com**