

**Are you a driven and relationship-oriented sales professional looking for a hands-on career opportunity supporting local farms and farm families in your community to expand their participation in the agri-food value chain?**

If this sounds like you, **AGRIS Co-operative Ltd.** has an opportunity for a motivated **crop sales specialist** to join our team working with our farm member owners across the Essex region. As the **crop sales specialist**, you will develop business relationships with farmer customers and demonstrating your capability to deliver agricultural innovation, services and achieve sales targets within a specified territory in our communities to enhance our farm owner profitability. We strive to be there for our customers when others are not and that there is always a solution to our customers' needs.

**What will you be responsible for:**

- Provide an exceptional customer experience at every interaction.
- Using provided software tools, provides farm and field specific plans, recommendations and solutions to meet our customers needs with a focus on the “Whole Farm Plan,” from precision planning and application, ending with grain handling and marketing.
- In collaboration with the area manager and senior agronomist, compiles lists of existing and prospective customers meeting the co-operative's target account criteria.
- Travels throughout assigned territory on a planned basis that will result in calls on existing and prospective customers on a timely basis to assist with field by field management and solicit orders for the co-op's products and services.
- Displays or demonstrates products, services and effective agronomic, economic and environmental solutions on a field by field basis.
- Obtains credit applications and such other supporting information as required to permit prompt handling of new credit applications or renewal of existing credit facilities on an annual basis.
- Actively promotes and solicits membership in the co-operative.
- Keeps customers informed of changing technology, market trends and farming practices.
- Arranges and attends information meetings for producers. As required, gives presentations to producers that show the benefits of implementing the co-operatives products and services.
- Prepares and submits reports of business transactions, customer profiles, farm calls and competitive activity on a weekly basis. As well, submits a preceding plan sheet for the next week.
- Maintains a sales contact management program as defined by the co-operative. (This is a condition of employment.)
- Keeps abreast of changing agronomy, grain and petroleum markets and makes recommendations to producer.

- Keeps informed of new technology developments as they pertain to farming practices to increase the profitability of each farming operation. Attends training and product knowledge meetings as may periodically be required.
- Ability to support precision planning including GIS mapping, soil sampling and interpreting the GIS data for customers.
- Understanding and supporting overall branch operation, administrative functions, as well as the branch and individual sales targets.
- Awareness of sustainability issues such as 4R Stewardship, Class 12 Pesticide rules.

**Requirements for this Job:**

- Requires a university or college degree or equivalent years of experience preferably in agriculture or agri-business
- Five to seven years demonstrated expertise in agronomy, fertilizer, chemical, seed and grain marketing.
- Have or committed to obtaining the certified crop advisor (CCA) designation within three years.
- Travel as required to support farm owner and branch needs.

If you are interested in furthering your career in agriculture as part of an industry leader, developing innovative solutions and enhancing the profitability of our members, we want to meet with you!

**About AGRIS Co-operative Ltd.**

**AGRIS Co-operative Ltd.** is a dynamic and successful farmer owned co-operative that prides itself on providing quality agronomic and grain marketing solutions for our customer/owners. We are a leader in precision farming technology, seed and agronomy and petroleum services.

AGRIS Co-operative Ltd. is a 100 per cent farmer-owned grain marketing and farm-input supply company that serves more than 1,000 farmer owners in 14 locations in Essex, Kent, Elgin, Middlesex and Lambton counties. It is a leader in precision farming technology, seed, agronomy and petroleum services.

The co-operative is a partner of Great Lakes Grain, a grain merchandising company. AGRIS Co-operative is a member-owner of GROWMARK, Inc. and markets products and services under the FS banner.

We have branches located in Brigden, Chatham, Cottam, Dutton, Glencoe, Leamington, McGregor, Muirkirk, Rochester, Stoney Point, Thamesford, Thamesville, Tupperville and Wheatley

Please forward your resume in confidence by June 19, 2019

**AGRIS Co-operative Ltd. is an equal opportunity employer. We thank all those who apply however only applicants selected for an interview will be notified.**