

Carolina Eastern – Crocker, LLC

Job Description

Title: Agronomy Sales Representative

Status: Exempt (Salary)

Area: Local territory based in Stafford, NY, with destinations throughout Western New York.

Position Summary: Sales of Ag Fertilizers, Ag Crop Protection Products, Seed, Ag Lime, and related Ag Services, both inside office and farm calls. This position may be making field calls, receiving customer orders, creating spray batch tickets for the applicators, and dispatching dry and liquid applicators. This position may also include managing plot trials, scouting fields, soil and tissue sampling, researching new products, consulting, researching and implementing new technology, and coordinating customer meetings. Assist in mandatory pesticide notification program instituted by the NYS DEC. The employee is also responsible to ensure customer satisfaction while providing customer service. The employee is also expected to increase their knowledge in the industry and of products while managing activities with minimum supervision. Employee will be responsible for other changing tasks as deemed necessary to conform to an ever changing industry.

Minimum Qualifications: Willing to obtain C.C.A. license and Commercial Pesticide Applicator license. Must attend required training and “points” courses to maintain the licenses. The employee must be safety oriented, customer driven and a team player. Must have a clean, safe driving record.

Experience: Must have a strong Agronomy background with practical agricultural experience. Knowledge of Ag crop protection products a plus. Computer skills, strong organizational skills with attention to details, strong communication skills, and the ability to interact positively with customers and co-workers a must.

Education: Minimum high school education, with required licensing courses. Agricultural degree preferred, but not necessary with adequate hands on experience. Recent college graduates will be considered.

Reporting Relationship: This position reports directly to the CEC President, and works together with other CEC salesmen and dispatch.

Working Conditions: Multiple customer locations such as dairy and crop farms, office environment, varied daily schedule with potential long work hours and some Saturday’s.

Success Factors: Positive attitude, consistent personality, dependable nature, ability to adapt to changing customer needs and willingness to learn and accept constructive criticism are necessary.

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I have read and understand the above information presented to me, and I am able to perform the above listed responsibilities.

Employee Signature: _____ Date: _____

I have reviewed the above with the employee and given the employee the opportunity to ask any questions related to the job.

CEC President’s Signature: _____ Date: _____

Jan 2021