



Position: Sales Agronomist

Reports to: General Manager

Sales & Marketing:

- To assist and execute on an annual sales plan, including strategies, action plan and budget
- Working closely with the General Manager and Sales team to ensure that all sales actions can be executed by operations and that there is a plan
- Work with the GM and team to establish product pricing on all seed products
- To focus on customer service with our existing and new customer base which includes farm visits, field scouting and building relationships
- To provide input into the marketing plan which would also include advertising and customer promotions
- To work with our CRM program and to provide sales reports to the seed team to allow for transparency
- Work independently to locate and post field signs as needed
- Help promote the DSAG brand at industry events and field tours

Agronomic assistance:

- To provide sound agronomic advice to our customers
- To scout fields as required to provide sound advice as needed
- To continually educate yourself on the most current agronomic practices
- To become an expert on all topic's "seed" and "fertilizer" related

Seed Business Operations:

- Support access to and coordination of product, processing, packaging, seed treating, value-added procurement, and sales activities
- Work with management to develop processing and logistics schedules
- Help plan and determine product requirements for the sales season

DSAG Team Member:

- Assist with all duties as requested and required, within your capability
- Show up for work and be prepared to work and be fully functional at assigned times
- Demonstrate respect for co-workers
- Demonstrate respect for customers
- Demonstrate respect for equipment and property of DSAG
- Demonstrate respect for our community
- Dress appropriately for the task, considering safety and appearance
- Refrain from the use of offensive language, offensive humor or gossip
- Demonstrate willingness to work extended hours in busy seasons when required
- To keep an open mind to new ideas and strategies when brought forward

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