

Sales Agronomist

Company: Fingal Farm Supply Ltd.

Location: Fingal, Ontario

Reporting To: General Manager

Fingal Farm Supply Ltd. is a leading full service agricultural crop input supplier in Elgin and Middlesex Counties. Our focus is on providing a superior value to our valued customers. Utilizing leading edge advancements and products in plant and animal health, we are the supplier of choice in our area. We are currently seeking a Sales Agronomist to join our team!

Key Responsibilities:

- Engage with customers in the field crop sector, providing agronomic and crop protection solutions to in-season problems as needed
- Provide timely, thorough, and accurate pricing on approved quotes
- Complete sales planning and reporting as assigned by the General Manager, including use of the CRM system (Nav)
- Establish, develop, and maintain positive relationships with growers and colleagues
- Actively prospect new customers through on-farm cold calls
- Expedite the resolution of grower problems/complaints to maximize mutual satisfaction
- Co-ordinate sales efforts with operations, administration, and other applicable team members as necessary
- Seasonal deliveries of fertilizer, chemicals, and seeds to growers; assisting with customer warehouse pickup
- Actively participate in continuous learning opportunities (sales, agronomy, fertilizer, seed and crop protection training)
- Competitive salary & benefits provided

Knowledge & Skill Requirements:

- Minimum of 3 years of similar experience in the industry
- Excellent communication skills, both written and oral, are required to deal with customers, management, and location team members
- Excellent organizational skills, including time management and priority setting
- Self-motivated and results-orientated, able to meet sales targets with little supervision
- Previous experience in field working including scouting, plots and soil sampling an asset
- Demonstrated focus on meeting customer expectations and working to deliver excellent customer service
- Must be self-driven, self-motivated, and customer service-oriented, while being an effective team player
- Current CCA-ON designation an asset or willing to be obtained
- Proficient in Microsoft Office Suite (Word and Excel)
- Valid driver's license required

Please submit your resume to agromartjobposting@sollio.ca

Apply today to join our team!

We thank all candidates for their interest in this position; however, only those selected for further consideration will be contacted. Fingal Farm Supply Ltd. are equal opportunity employers.