



## *Agronomist/Precision Ag Sales*

**Location:** S.E. IA/W. IL

**Reports to:** Sales Team Lead

### Major Function

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To proactively build long-term, profitable relationships and sell to targeted customers of Harvest-Max Associates. In doing so, the sales representative will be responsible for achieving the revenue and net profit objectives as agreed upon with his/her supervisor.

### Performance Skills

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**Sales** - Effectively determines customer needs, wants, and budget. Applies knowledge of products and services to meet customer requirements. Demonstrates mastery of all essential selling techniques: prospecting, cold calling, qualifying, writing proposals, closing, etc. Salvages lost sales. Maintains complete, accurate and timely sales records. Achieves sales quota. Assures post-sale customer satisfaction.

**Decision Making** - Makes good decisions. Identifies and considers all available alternatives before making decisions. Seeks other people's input and advice. Can describe the factors that were considered in making a decision and their relative importance. Understands the impact of decisions on co-workers and other organizational units. Applies policies correctly. Seeks solutions acceptable to all. Willing to make decisions in difficult or ambiguous situations, when information is limited, or when time is critical. Makes tough decisions.

**Follow Up** - Establishes due dates for projects and assignments and meets those dates. Makes sure that actions agreed upon have been taken. Makes back-up plans for important projects. Conducts routine follow-up. Lets people know in advance when deadlines might not be met. Doesn't wait until the last minute to get work done.

**Impact and Influence** - Can persuade others to accept his/her point of view. Skilled at planning and implementing ideas to increase the chances of acceptance. Anticipates objections and plans how to overcome them. Understands group dynamics and is skilled working with groups as well as individuals. Involves others in activities or decisions to ensure their support. Others seek his/her ideas and opinions. Able to influence key decision makers.

**Strategic Thinking** - Understands and can explain the organization's mission and its plan for achieving it. Develops strategies to achieve department and organizational goals. Clearly understands market, customers, competition and technology. Demonstrates a track record of significant and successful innovation. Knows organization's strengths, weaknesses, opportunities and threats. Moves beyond "cheaper/faster/better" to seeking truly transformational change. Carefully considers and successfully implements ideas that seem non-traditional or radical. Quickly adapts strategy to respond to changing conditions. Has persuasive and compelling long-term (3-5 year) plans.

## Technical Skills & Job Responsibilities

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- Know and implement the Maximum Profit Selling system.
- Understand and implement marketing plan initiatives.
- Develop and comply to sales budgets.
- Profitably maintain and grow current customer base as well as new customer base.
- Handle and resolve customer complaints.
- Work with Microsoft Office.
- Develop a sales plan.
- Write a cropping plan.
- Read a soil map.
- Others TBD.

## Job Requirements

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- Occasional overnight travel
- Licensed and insurable to drive
- Occasional overtime and weekend hours
- Lift 50 lbs. and carry 50 feet

To apply for this opportunity, email your resume and cover letter to: [info@harvest-max.com](mailto:info@harvest-max.com) and we'll reach out if we need any additional information, or to schedule an interview.