

Join a winning agricultural insights team at Weather Innovations!

Weather Innovations Consulting (WIN), one of Canada's leading boutique agricultural insights consultancies, is looking for a full-time agronomic advisor to join its team in Chatham-Kent, ON.

The Client Services and Agronomic Advisor – who ideally holds Certified Crop Advisor designation – is central to the effective and efficient delivery of weather and crop services across Canada, the United States and Europe. The Advisor is one of WIN's leading external interfaces with a diverse variety of clients and supports not only existing contractual relationships, but is also pivotal in guiding the organization's growth efforts.

The Advisor is someone who is as comfortable helping a farmer scout a crop as she/he is dealing with government researchers; someone who is as passionate about agricultural and sustainability as she/he is about data and communications.

The Advisor works primarily with growers, agri-businesses, researchers, technicians and computer programmers to provide a high level of service to clients and ensure contract and project goals are met. The successful candidate will help develop precision agriculture programs and tools as well as influence development of marketing material to promote those tools via advertising, tradeshow, conference attendance and presentations.

This role is ideal for the agronomist who understands that data insights are often as powerful as crop advice; that sustainability dynamics are as much a part of modern agriculture as quality yields.

Obviously, a background in which weather dynamics have played a role is helpful.

This is an ideal full time, salaried position for an agronomist with five to ten years experience; someone who is passionate about agriculture and its future.

About Weather Innovations Consulting LP

Weather Innovations (WIN) is an agricultural software development company specializing in easy to use agronomic and decision-support tools for use at the farm level. WIN's team brings those tools and insights that facilitate data-driven insights to the progressive farmer through strategic relationships with other agricultural industry partners.

While the WIN office is located within the agricultural heart of Ontario in Chatham-Kent, it owns, operates and collects data from all across Canada, Michigan, Western Europe, United Kingdom and the EMEA.

We'd love to hear from you if this sounds like a career that fits with your talents and experience. Please connect with us at hr@weatherinnovations.com if you would like to explore this further.

Core Duties

- Lead demonstrations of the DecisionFarm online platform as well as core WIN Data Driven Decision Agriculture software and Ag technology tools
- Provide agronomy expertise in disease and crop management.
- Lead or assist in field research related to weather monitoring, disease forecasting and crop modeling to ensure that WIN products are meeting the needs of the end users and supporting clients.
- Ensure contract milestones and responsibilities are met.
- Update weekly and bi-weekly ag-weather data reports, ag-weather condition summaries and occasional on site weather station maintenance.
- Keep up to date with market research into current agricultural and technological trends including market analysis of current product offerings.
- This position requires occasional Ontario travel to visit clients and station sites. Less frequent national and international travel as may be rarely required.
- Perform other related duties as assigned by WIN management

Client Service Proficiency

- Attention to detail and genuine concern for WIN client needs and expectations while balancing that with WIN's core vision.
- Strong problem-solving skills, organized, and communicate well orally and through written communications.

Technical Expertise

- Keep up to date with technical training to be able provide basic weather station maintenance and installations for respective clients or research projects.
- Background and knowledge of modern farming practice, various agricultural equipment and related technologies

Teamwork

- Ability to collaborate with other WIN Team members to meet project needs
- Ability to organize training activities and sessions for clients and end users of WIN developed agricultural decision tools and programs.
- Ability to lead other team members to facilitate effective sessions.
- Timely communication with appropriate WIN Team members to accurately reflect information and client requests when creating the priorities for future upgrades.
- Ability to integrate your personal work style, methods and individual capabilities to contribute to business goals

Interpersonal Skills

- Comfortable working one-on-one with growers, agri-businesses, researchers, technicians and computer programmers to provide a high level of service to clients and ensure contract goals are met.
- Comfortable establishing a constructive and professional rapport with end users, clients and other WIN Team members
- Mature personality with a high level of professional integrity
- Understanding and demonstrating the importance of client confidentiality along with professional accountability
- Naturally detail oriented with strong problem-solving skills. This position requires a person with a desire to stay organized and the ability to communicate well orally as well as through written communication.

Education and Experience Required:

- Post-secondary education (Bachelor's Degree preferred) in a related field such as Agronomy, Agricultural Engineering, Farm Management, or Precision Agriculture.
- Preferably 3-5 years of experience in a combination of agronomy sales, training and/or precision agriculture field applications
- Knowledge of farming practices and equipment
- Knowledge of the principles and practices of soil fertility, fertilizer recommendations, site-specific agronomy and GIS systems/GPS technologies

Computer Skills

- Proficient in Microsoft Office Suite – Word, Outlook, PowerPoint, Excel and Web browsers. Additional experience and/or expertise with commercial precision agricultural data software products and services would be highly beneficial.

Certificates, Licenses, Registrations

- A valid Canadian driver's license with a good driving record is required
- CCA and Pesticide License preferred