

## DEKALB Agronomist - Eastern Ontario

Req ID 01QBD

Apply Here <https://jobs.monsanto.com/job/ontario/dekalb-agronomist-eastern-ontario/769/7877752>

Monsanto's Technology Development & Agronomy organization is looking for a DEKALB Agronomist for eastern Ontario.

### Key Business Accountabilities.

- Conduct field scale market development trials for commercial seed products
- Technical support and training with strategic retail partners and DEKALB Territory Managers
- Provide technical information for seed, trait and chemistry products
- Establish and enhance relationship with key growers in territory
- Support initiatives for seed, trait and integrated solutions products
- Build profile as technical resource in territory
- Compliant with Monsanto safety and driving policy

### Scope of the Job:

- Execute Market Development field plot program
  - Develop plot protocol, identify cooperator, secure materials for establishment
  - Ensure plot established, data collected and trial harvested
  - Ensure data submitted in a timely manner for summarization through Harvest
  - Communicate product performance results
  - Technical support and training for strategic retail partners and DEKALB Territory Managers
    - Work with DEKALB Territory Managers to achieve local business objectives through technical support and training. Retail support provided strategically based on business priorities
    - Provide technical information to support and position DEKALB seed and trait products
    - In-field and classroom agronomic training for key retails, growers and Territory Managers
    - Support Territory Managers with in-field diagnostic service for seed product performance inquires
    - Provide technical information for seed, trait and chemistry products
      - Communicate agronomic position of seed products, benefits of trait products and benefits and uses of chemistry products
      - Ensure new technologies have proper profile with key growers and retail
      - Understand technical position of Monsanto technology compared to competitive offers in seed, trait and chemistry
      - Establish and enhance relationship with key growers in territory
        - Identify top DEKALB growers in territory
        - Build contact plan, provide technical support and information as required for their farm operation
        - Monitor key support for use and adoption of DEKALB seed and biotech trait products

- Support stewardship initiatives with Monsanto products
  - Communicate position of key stewardship plans (i.e. weed resistance management, insect resistance management)
  - Provide technical support and training for weed management strategy and other stewardship initiatives as needed
  - Build profile as technical resource in territory
    - Develop content for Growing Knowledge publication as well as external technical publications
    - Create awareness with media as a technical resource for corn and soybean production
    - Support retail in use of provided technical resources
    - Build presence with extension, local crop consultants, and crop/soil associations
    - Complaint with Monsanto safety and driving policy
      - Complete safety and driving training
      - Report injuries and accidents as required

**Required Skills/Experience:**

- Bachelor's degree in agricultural science or related discipline
- Knowledgeable about Canadian corn and soybean agricultural production
- Excellent relationship building skills
- Excellent organization, time management and team skills
- Able to interpret and communicate research information for business impact

**Desired Skills/Experience:**

- Fluent in English and French
- CCA Accreditation or willingness to achieve