

**Position:** Sales Agronomist – Brighton, ON - 107 Rush Road.  
**Job Sector:** Agribusiness  
**Education Level:** Diploma, Degree or relevant experience

Working with Northumberland Grain Inc. will provide you with an opportunity to thrive within a company with 36 years of experience. Northumberland Grain is a progressive ag-retailer with 3 locations providing quality service, products and agronomic information to serve our customers. Whether it be our customers, the agriculture industry or within our local communities, trust and relationships are the foundation of our business. We are passionate about our business and our industry. Northumberland believes in investing in our people and building knowledgeable and empowered staff to deliver a level of service to exceed your expectations and our customers.

#### Job Overview

As a Sales Agronomist, you will help existing and prospect customers to grow better crops through making sound crop production recommendation decisions. You will focus on crop planning, seed selection, nutrient, weeds, disease, insects and provide recommendations to the customer to help our customers grow profitable crops. You will perform regular inspections of customer crop fields to monitor crop health. As well, you will coordinate spray logistics to ensure fields are sprayed in a timely manner with the right product, at the right time and rate. We are looking for an individual who is versatile to work independently and within a team environment. An individual that will embrace challenges, is open to opportunity and to having fun.

#### Roles & Responsibilities

- Frontline customer service & sales with the focus on building relationships with customers
- Meeting sales targets for seed, fertilizer, and crop protection products
- Be the “expert” in crop production for the location
- Work closely with Agronomy team to discuss and make recommendations on what was observed
- Organize work flow of the sprayer, field mapping and collection of data
- Operational duties as required

#### Qualifications & Education Requirements

- Preference to sales and agronomy experience
- Individually motivated yet team oriented
- Strong computer & communications skills
- Diploma, degree or relevant experience
- Certified Crop Advisor (CCA) designation is an asset. or willingness to achieve
- A valid Ontario driver’s license.

*The opportunity is with an extremely progressive and successful multi-location company. Work and grow with great people in an amazing industry. Find a career at Northumberland Grain!*

*While we thank all applicants for their interest in a career with Northumberland Grain Inc., please note that only those individuals selected for an interview will be contacted.*

**Submit cover letter and resume to: [careers@northumberlandgrain.com](mailto:careers@northumberlandgrain.com)**

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#### Job Overview

As a Sales Agronomist 1, you will manage customer crop production requirements. You will perform regular inspections of customer crop fields to monitor crop health. You will work closely with the operations team providing them with inspection reports on the fields scouted. As well, you will coordinate spray logistics to ensure fields are sprayed in a timely manner with the right product, at the right time and rate. We are looking for an individual who is versatile to work independently and within a team environment. An individual that will embrace challenges, is open to opportunity and to having fun.

#### Roles & Responsibilities

- Frontline customer service & sales with the focus on building relationships with customers.
- Field Scouting to include documentation/photographs of findings. This includes inspection reports identifying weeds, insects, diseases and other observations.
- Scouting ahead of the Sprayer, field mapping and collection of data.
- Manager seed sales and inventory
- Work closely with Agronomy team to discuss and make recommendations on what was observed.
- Operational duties as required

#### Qualifications & Education Requirements

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