



Sylvite is a multinational, privately owned, business headquartered in Burlington Ontario providing critical products and services including fertilizer products sales, agri-services, transportation and warehousing. Sylvite has a number of joint venture partners and long standing relationships which are the backbone of our business. As a culture we believe in the personal touch and strive to be true to our vision, mission, and values. Vision – Passionate to provide the best value as the trusted, vertically-integrated agricultural partner. Mission – Sylvite’s purpose is to create value by providing innovative solutions to our partners. Values – Integrity, Independent, Entrepreneurial Spirit, Committed Relationships. Our motto of “Working Together, Growing Together” optimizes our goals as an organization with our customers, suppliers, and the Sylvite team.

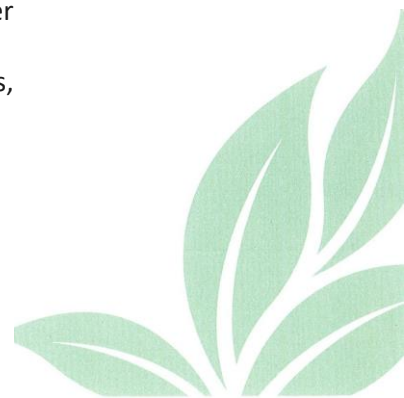
Sylvite is currently hiring an Agronomy Solutions Specialist to operate out of our Pain Court or Putnam location!

#### **Overview:**

- The Agronomy Solutions Specialist is responsible for providing Agronomic knowledge and support to our Customers and Sales team. This position is accountable to work with all customers bringing agronomic knowledge along with innovative technology to deliver high quality, profit focused recommendations and solutions. Thus allowing Sylvite to maintain a leadership position in the industry. This position is also responsible for effectively testing, researching and validating new products and precision Ag services being pursued by Sylvite under the direction of the General Manager Sylvite Agri-Services. This position includes the sales of our agronomy services; Data analysis; crop input recommendations and training of our Team members. To achieve this, the Agronomy Solutions Specialist must be committed to providing the agricultural community with the level of customer service to which Sylvite has committed itself.
- Maintain knowledge of a variety of crops, plant nutrients and soil amendments, Crop Protection products as well as a comprehensive understanding of precision Ag.

#### **Job Responsibilities:**

- Provide Agronomic support to our Sales Team and customers.
- Work with customers in organizing and interpreting agronomic data and sales of agronomy Services.
  - Crop Input Recommendations (Fertilizer/Chemical/Seed)
  - Product Validation Trials
  - Promote Data collection (Soil Sampling, Imagery, Yield, Elevation, As applied Data)
  - Lead Data Analysis (interpretation of the results – Making Recommendations)
  - Crop Planning (work with Branch sales implementing solutions for their customers)
  - Software support to aid customers and team in data management
  - Environmental stewardship – Government regulations and 4R stewardship specifically coordinating the certification and re-certification of retail sites
- Provide in season updates regarding agronomic issues and problems via News Bulletins, and Agronomic presentations at grower workshops and meetings, etc.
- Participate and support all branch activities to maintain a high level of customer service including joint farm calls, field trials and strategic customer meetings.
- Research, analysis and development of agronomic solutions on special projects, specialty crops, and new products including organic and soil amendments.



- Responsible for increasing sales of our advanced agronomy solutions services. Specifically growing our sales of Soil Sampling, Yield Data Analysis, Crop Planning and Scouting.
- Analysis of collected data to diagnose and recommend remedies of crop production problems.
- Assist in Program development, promotion of new services, and sales as it relates to all Precision Ag services.
- Providing Staff training as it relates to agronomy knowledge and assist in training pertaining to the Sales process.
- Support the success of the sales team through the use of new precision agriculture technologies, cloud based customer focused agronomy tools including the promotion of 4 R nutrient management.
- Support the use of company CRM software system for the high level of customer service we expect at Sylvite for our customers.
- Participate in industry associations, attend related conferences, building network of customers, suppliers and business partners.

**Key Personal Attributes Required:**

- Represent yourself in a professional manner while working in a team related environment
- Manage change; mediate and resolve conflict
- Demonstrate business acumen – includes the ability to analyze factors and market forces that impact profitability, prepare strategic reports, budgets, forecasts, etc.
- Communication Skills, Developing relationships and partnerships, Presentation Skills
- Decision Making and Problem Solving Skills
- Negotiation Skills

**Education, Experience, and/or Training Requirements:**

- 5+ years in an Agronomy Related Position
- Certified Crop Advisor
- University degree or College diploma in agriculture, related field or equivalent experience
- Proficiency in all Office Software, particularly Excel
- Experience with Precision Ag tools

Qualified applicants are encouraged to send their resumes by email to: [hr@sylvite.ca](mailto:hr@sylvite.ca)  
Please include in the subject: Agronomy Solutions Specialist

