

FS PARTNERS is a retail division of GROWMARK, Inc.

We are an agribusiness that specializes in agronomy and grain marketing. We are driven to deliver innovative solutions to help improve the profitability of our customers and farmer-owners. The key to our success is employing individuals with a passion for agriculture who enjoy connecting with our local producers.

Do you enjoy working with farmers in a fast-paced environment to find the best ag solutions for their operation, while providing excellent customer service?

FS PARTNERS is currently hiring a full-time, permanent **Crop Specialist** for our Mitchell location.

Responsibilities:

- Develops and implements clear and effective written marketing plans and sales
- Utilizes target marketing and professional sales techniques and prepares written proposals/quotations when calling on local growers
- Seek and cultivate new client relationships to generate business growth and market share through farm visits and telephone
- Creates and manages individual grower plans by providing value-added agronomic products, services, and recommendations on a frequent basis
- Maintains regular contact with customers to ensure high levels of customer satisfaction
- Scouts' crops frequently to ensure they meet the appropriate agronomic conditions and make proper recommendations.

Requirements:

- A College diploma or a university degree in agriculture, marketing, or other related disciplines
- Certified Crop Advisor certification (CCA), or the ability to obtain
- Professional communication, presentation, and customer service skills
- Proven planning, organizational and problem-solving skills
- Basic level proficiency using Microsoft-based software (Outlook, Excel, Word)
- A commitment toward obtaining the necessary industry licenses and certificates
- A commitment to work extended hours as required during peak seasons.

Position Offers:

- Comprehensive on-the-job training and industry-based educational opportunities
- A challenging, fast-paced, and engaging work environment
- Competitive compensation, incentive- base reward programs, benefits, pension-planning, and profit-sharing
- The opportunity to build strong relationships while growing your expertise in local row crops.

FS PARTNERS is an equal opportunity employer. If you have a passion for agriculture, we invite you to apply.

Qualified applicants are encouraged to contact **Larry Hale, Branch Manager** with a resume by email to lhale@growmark.com or by mail to:

FS PARTNERS, a division of GROWMARK Inc., 3956 Road 160, Mitchell, Ontario N0K 1N0.