



Since 1994, County Farm Centre has been providing the Quinte Region with Crop services, Fuel/Home Heat Delivery, Livestock feed and Retail shopping. We are currently looking to add an experienced Crop Specialist to our Agronomy team to continue our legacy of serving the Quinte region. Our ideal candidate is a person who enjoys sales-related work and has a passion for going above and beyond for their customers while helping them achieve their goals and potential.

ESSENTIAL JOB FUNCTIONS

Under the direction of the Agronomy Manager, the Crop Specialist sells and markets the following products and services to new and existing customers: crops inputs, such as fertilizer, crop protection pesticides, seed products, service income, technical services, and Ag-finance program.

Implementing marketing plans and developing sales strategies that generate profitable sales in the assigned territory.

Travels to client locations within assigned territory to establish County Farm Centre and the FS brand and obtain orders for products and services.

Develops territory and competitive analysis to maintain a current knowledge of the marketplace and the competition.

Provides value-added agronomic products and services (such as soil testing, crop scouting and other programs) and recommendations to both prospective and current customers.

Schedules product delivery and application to patron locations.

Conducts regular customer meetings on product and technical information to develop customer relationships and drive sales.

REQUIREMENTS:

A friendly, positive, and outgoing demeanor with the ability to develop, foster and grow relationships with potential and existing clients.

Minimum of a High School Diploma with a proven sales history.

Minimum of 5-10 years experience as an Agronomist.

Proven organizational skills with the ability to work without close supervision and be proactive. under time pressure and meet deadlines during the daily, weekly, monthly, and annual account close cycles.

Owns or is willing to obtain and maintain applicable professional certifications associated with the agronomy industry. (i.e., CCA, CCS, CPAg, a seller's or solicitor's license where required by law and Commercial Applicator w/applicable categories)

Demonstrated essential abilities including business knowledge, collaboration, communication, customer focus, decision making, and skill development.

Knowledge of various agronomy products, services, and programs.

Ability to operate computers with a working knowledge of word-processing and spreadsheet programs.

May be required to work extended hours, particularly during peak seasons. Occasional overnight travel may be required.

Has a minimum of a Class G license with a clean driving record.

Ability to be trained on various pieces of Lifting Devices (Forklift, Payloader, Skid steer, etc.).

Ability to lift 50-75 lbs.

COMPENSATION

Includes: Competitive Salary, Benefits, RRSP Plan, Staff Discounts, Company Vehicle

Applications including a resume and cover letter as well as any general inquiries about the position can be sent to careers@countyfarmcentre.com