

Crop Input Sales Agronomist

Location

11 Pleasant Drive, Selby, ON

Job Type

Full Time, Permanent

Job Summary

A Crop Input Sales Agronomist is responsible for developing and maintaining customer relationships while providing agronomic expertise and selling crop inputs including seed, fertilizer, crop protection products, and related services. This role serves as a trusted advisor to growers, helping them improve crop performance and profitability through sound agronomic recommendations.

Key Responsibilities

Sales & Customer Relationships

- Develop and manage a customer base of crop producers
- Promote and sell crop inputs such as seed, fertilizer, crop protection, and agronomic services
- Identify new sales opportunities and grow market share within assigned territory
- Prepare quotes, pricing, and sales plans
- Achieve individual and company sales goals

Agronomy & Technical Support

- Provide agronomic recommendations tailored to customer fields and cropping systems
- Conduct field visits, crop scouting, and soil or tissue sampling as needed
- Assist growers with product selection, application timing, and rate recommendations
- Stay current on crop production practices, pests, and agronomic trends

Coordination & Reporting

- Work closely with operations, logistics, and management teams
- Maintain accurate customer records and sales activity reports
- Support seasonal planning, forecasting, and promotions

Qualifications & Skills

Required

- Strong knowledge of crop production and agronomic practices
- Sales-oriented mindset with strong communication skills
- Ability to build long-term customer relationships
- Valid driver's license and willingness to travel within territory

Preferred

- Degree in Agronomy, Crop Science, Agriculture, or related field (or equivalent experience)
 - Previous experience in crop input sales or agronomy
 - Applicator or CCA certification (or willingness to obtain)
 - Familiarity with local crops and growing conditions
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Work Environment

- Field-based role with seasonal workload fluctuations
 - Flexibility for hours of work and schedule based on seasonal demands
 - Occasional outdoor work in varying weather conditions
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Compensation & Benefits

- Competitive salary
- Vehicle or vehicle allowance
- Competitive benefits package and RRSP match
- Employee Discounts

Please forward resumes and any additional correspondence to:

Patrick O'Neill

p.oneill@tcoagromart.com

Resumes submitted in person at 11 Pleasant Drive, Selby, ON are also welcome