



Position Description

Job Title: Agronomy and Seed Sales Representative

Job Type: Full Time Sales Representative

Position Description:

At Silver Creek Supply, we continue to grow our business and therefore grow our ability to service our customers in a timely and effective manner. By growing both our product and services offering as well as our geographic coverage, we are looking for a talented and highly motivated individual that desires to be part of a growing family and organization that has the sole focus of servicing our customers. Our sales agronomists are responsible for providing expert advice and strategic agronomic insights to our customers and prospects. In addition, they sell crop input products (e.g. fertilizers, herbicides, fungicides, seeds, etc.), custom application, and basic and specialized agronomy services. Most importantly, our sales agronomists maintain relationships with our customers to ensure their success on their farms.

Primary Job Responsibilities:

Agronomy and Related Products and Services:

1. Promote Silver Creek Supply's product and service offerings to current and prospective customers to include custom application, soil sampling, crop consulting, fertilizer prescriptions/recommendations, and more
2. Market and sell liquid and dry fertilizer and crop protection products
3. Communicate new product offerings and pricing information to our growers
4. Manage on-farm visits to new and existing customers
5. Arrange for product and service delivery dates that fit our customers' needs
6. Understand and communicate marketing data and information on products, competitors and customers
7. Build and maintain customer relationships with emphasis on customer service
8. Plan and develop customer crop plans, including fertility, crop protection and seed portfolios
9. Analyze crop conditions and report on customer needs based on these conditions
10. Scout fields and work with customers to maximize crop quality and yield
11. Job May Require Overtime and Weekend Hours

Pioneer Seed Sales

1. Work to promote and grow the Pioneer Seed Brand to current and prospective customers
2. Promote seed related services and products such as seed treatment, farm delivery, and more
3. Deliver seed to customers when needed and service any in-season needs that our customers may have
4. Support and grow the sales of digital agriculture services such as Granular to our growers
5. Maintain and promote the use of digital agriculture tools and services with Silver Creek Supply customers
6. Participate in both Pioneer and Silver Creek Supply sponsored professional development activities related to sales, seed, and other agronomic services

**Preferred Qualifications:**

1. A bachelor's degree in agronomy, plant science, agriculture business, soil science, weed science, agricultural engineering or a related field. Experience in agronomy or an agricultural related field can impact this requirement.
2. Certification as a Certified Crop Adviser is a plus.
3. Experience with SMS Software by Ag Leader
4. A Desire and Ambition to work with and meet new people and grow a portfolio of business and prospects.

Benefits:

1. Competitive Salary w/ Growth Based Commission
2. 401K with Company Match
3. Flexible Vehicle Plan
4. Flexible Vacation Package
5. All Tools Provided: Computer, Cell Phone, Etc.
6. Various Other Company Paid Activities and Trips

How to apply:

Email resume to office@silvercreekag.com