



AGRONOMY ADVISOR

Job Category: Sales
Reports to: Agronomy Sales

Department: Agronomy
Updated: January 6, 2021

Sunderland Co-operative Inc. is an exciting place to develop and grow a career in agriculture that supports our membership and local customers. We are a member-owned Canadian company with deep roots in agronomy, grain marketing and storage, fuels, livestock feed, and retail farm supplies. With four locations in the Sunderland, Oakwood, Lindsay, and Peterborough areas, Sunderland Co-op offers you a unique opportunity to make your mark in a growth-oriented company with a variety of business segments.

Our success comes from a well-established network of people, ongoing infrastructure development, and the strong business relationships we nurture with farmers and suppliers. Learn more about us at www.sunderlandco-op.on.ca

We currently seeking a full-time Agronomy Advisor.

Key Responsibilities

- Maintain strong relationships with existing customers
- Develop, prospect and qualify new sales
- Provide fertilizer, seed, crop protection, professional service recommendations to customers in order to achieve sales goals within an assigned territory.
- Co-ordinate with other team members and departments to optimize the sales effort
- Scout crops to review product performance in season and make proper adjustments or recommendations.

ESSENTIAL JOB FUNCTIONS:

- Achieve objectives and plans for assigned territory as laid out by the Agronomy Sales Manager
- Assist in the development of the fertilizer, seed and crop protection sales plan for assigned area in conjunction with the Agronomy Sales Manager.
- Assist in the operations of fertilizer and delivery of equipment during the busy spring season.
- Actively participate in continuing education and training provided by Sunderland Co-operative Inc. to refine agronomy and selling skills.
- Promote Sunderland Co-operative Inc., products & services through plot tours and field days.
- Other duties as assigned.

MINIMUM QUALIFICATIONS AND SKILLS:

- An open mind to new concepts and processes.
- Ability to utilize and understand the use of technology on farm.
- Proven ability to build relationships, identify needs and create value with customers.
- Demonstrated knowledge of agronomy, fertilizer, agricultural chemicals and seed.
- Certified Crop Advisor (CCA) certification or willingness to obtain certification.

WORKING CONDITIONS:

- Indoors/outdoors, occasionally in inclement weather.
- Regular driving.
- Routine office hours.
- Seasonal irregular / extended hours

Sunderland Co-operative Inc., is an equal opportunity employer who does not discriminate against any employee or job applicant because of race, color, religion, national origin, sex, physical or mental disability, or age.