

Sales Agronomist - Remote - West of the Rockies (Nachurs Alpine Solutions)

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Company: Wilbur-Ellis

Location: United States

Category: other-general

Are you someone who loves interacting with customers and closing deals? Do you thrive in an environment that puts people first and invests heavily in its team? Would you benefit from a job with autonomy, flexibility, and terrific rewards and benefits? Does a workplace with an entrepreneurial spirit get you excited?

For over a century, Wilbur-Ellis has experienced success and growth in marketing and distributing agricultural products and services. Join us and grow your career with a strong and profitable industry leader offering competitive compensation, tremendous growth and development opportunities, and a people-first work environment. Come grow with us!

General Purpose and Scope of Position:

The Sales Agronomist is responsible for carrying out sales support activities in a specified geographical area to maximize the results of our sales effort. Maintain, develop, and grow the overall sales volume in that territory in a manner that meets company objectives.

Key Skills and Abilities Include:

Deep working knowledge of local crops and market practices

Provides clear direction and can motivate individuals and teams

Excellent presentation skills

Proficient in working with MS Office Suite

Key Personal Attributes Include:

Strong interpersonal and effective communication skills (verbal, written, and utilizing all

media (phone, e-mail, text)) for interaction with customers and fellow employees including the ability to maintain a positive and professional working relationship with peers, management, and support resources, with a constant commitment to teamwork and exemplary customer service

Strong organization skills with strong attention to detail along with the ability to multi-task and prioritize multiple assignments

Ability to influence cross-functional teams and stakeholders without formal authority

Must have a positive and energetic attitude with a desire to help internal and external customers

Willingness to challenge the status quo to drive solutions

Specific Responsibilities and Key Deliverables Include:

Develop and oversee research and field trial programs

Assist in agronomic training of other Nachurs personnel

Build and maintain relationships with government agencies, producer organizations, and other research and extension agencies

Assist in diagnostic and troubleshooting services as they relate to Nachurs products

Assist sales personnel with direct farm visits to growers to promote, generate interest for, and develop customer loyalty for the Nachurs portfolio of products.

Participate in grower meetings and trade shows as required

Participate in activities as required to help build loyalty to the Nachur brand

Other duties as may be required from time to time

Compensation and Benefits:

In compliance with all states and cities requiring transparency of pay, the base compensation for this position ranges from \$98,800 - \$138,270. Note that salary may vary based on location, skills, and experience. This position is eligible for an annual discretionary bonus and vacation, holidays, health, dental, vision, mental health, retirement plans, and other benefits. Follow

this link for more information regarding Wilbur-Ellis employee benefits,

Drug Screen

NACHURS is a Wilbur-Ellis business.

For over 75 years, **NACHURS** has been the industry leader in **NPK LIQUID FERTILIZER TECHNOLOGY**. Built on quality, integrity, and innovation, we pioneered precision-placed liquid fertilizer in 1946 – formulated to meet the nutritional demands of crops and growing conditions on both sides of the border. Our liquid fertilizers are marketed under the ALPINE brand and NACHURS brands in North America. The New Ag Markets Business Unit sells liquid fertilizer into turf, specialty, international, and private label markets. Products sold into oil and gas markets, transportation and mining markets and industrial chemical markets are all sold under the NASi brand. Nachurs Alpine Solutions has manufacturing plants located in Garretson, SD, Marion, OH, Corydon, IN, Red Oak, IA, St. Gabriel, LA, New Hamburg, ON and Belle Plaine, SK.

COMPANY CULTURE

Wilbur-Ellis is a company you can be proud to call your employer

Wilbur-Ellis markets and distributes agricultural products, animal feed specialty chemicals, and food ingredients. A privately held and consistently profitable company, we employ more than 4,000 people throughout North America and Asia-Pacific.

Wilbur-Ellis is for and about people

Wilbur-Ellis has enjoyed over 100 years of success and growth, all thanks to our people. Our employees are both leaders and team players who thrive on creativity, entrepreneurial spirit, and a dedication to quality work, our customers, and each other.

Wilbur-Ellis invests in the industry's best workforce

Wilbur-Ellis invests heavily in our employees by offering skill development and training, competitive compensation and benefits and a tradition of promoting from within for a broad range of career opportunities. And we foster a supportive, people-first work environment.

Follow our career social media accounts!

Instagram:Facebook:

LinkedIn:

Agriculture Sales Fertilizer Representative Agriculture Sales Fertilizer Representative

Agriculture Sales Fertilizer Representative Agriculture Sales Seed Representative

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