



### **Production/Sales Agronomist ECS Dumas**

#### **Production/Sales Agronomist Job Description**

Eastern Colorado Seeds production/sales agronomist position will coordinate seed production and assist in customer services out of the Dumas location. This position will manage customer service and production responsibilities with sales team and companies vendors. This position is designed for a self-starter who thrives in a fast pace environment working with latest germplasm in a number of different crops. Individual should be technical in nature with strong communication skills. Experience with Grain and Forage Sorghums, Sunflowers, and Wheat a must.

#### **Duties / Responsibilities:**

- Management of small grain production programs
- Management of sorghum production programs
- Regular field checks
- Insect, weed & disease monitoring / diagnostics
- Soil moisture status monitoring
- Irrigation scheduling
- Ag chemical, fertilizer & seed recommendations
- Soil sampling
- Equipment calibration
- Crop rotation planning and hybrid/variety selection recommendations
- Solicit customers & increase acres and/or opportunities
- Precision Ag services (including GIS/GPS information)
- Detailed computerized field reports & permanent record keeping
- Crop budgeting & planning
- Provide personal consultation with customers as needed
- Educational / promotional presentations as needed
- Other duties as necessary

#### **Skills, Knowledge, Abilities:**

- Proficient computer skills - Microsoft Office software, email, internet, spread sheets
- Good diagnostic and decision making skills
- Proven ability to effectively communicate verbal & written skills
- Demonstrate skills in sales (our agronomists do not sell products only quality service!)
- Ability to work independently and proceed with objectives without close supervision
- Desire to serve farmers and others involved in the agriculture industry
- Willingness to work as a team member
- Desire to remain updated with new agricultural trends and technology
- Self-motivation, willingness to learn and good work ethic
- Ability to work outside during heat of day & ability to walk several miles per day

#### **Full-time Agronomist Position Candidate s Credentials / Experience:**

- Graduate or graduating senior with a Bachelor's Degree in Agriculture with emphasis on agronomy, crop, soil, weed management, ag business, or other ag science course work
- Applicants with backgrounds in agriculture or interns in crop consulting will have advantages
- Valid Driver s License

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