**Agronomic Sales Consultant – Saint Paul, OR**

**ESSENTIAL DUTIES AND RESPONSIBILITIES**

* Advise, inform and educate customers and promote sales of Marion Ag Service.
* Develop and implement sales strategies based on current market conditions.
* Scout grower fields and provide applicable recommendations to meet grower’s goals.
* Analyze potential new products and evaluate market conditions for these offerings.
* Identify and research any product or service quality problems reported.
* Represent Marion Ag Service in a positive and professional manner.
* Enhance the image and reputation of the company by exercising sound, ethical business practices in all relations with customers, employees, suppliers and others and ensure all practices comply with the Company’s quality procedures.
* Perform other duties that enhance the efficiency and effectiveness of the company, including preparing estimates for customers and securing sales at price levels that will meet the budgeted goals of the company.
* Identify areas of improvement in the company and assist in creating and implementing solutions
* Manage and meet customer needs associated with their cropping systems.
* Complete and maintain accurate sales forecasts, data gathering and reports for Business Managers
* Maintain regular communication with the sales manager, keeping him informed and up to date on sales activities and issues. Perform other tasks and duties assigned by the sales manager.
* Must establish and maintain excellent relations with vendors and manufacturers to provide the best products and the best profitability to Marion Ag Service, Inc.
* Conduct Post Sale Follow Up as needed or directed by manager in coordination with service delivery as appropriate.
* Develop quotations in cooperation with the sales manager based on identified sales strategy and information collected from customer.
* Participate in management meetings and take responsibility for sales improvement initiatives and other assigned action items.
* Conduct regular customer follow-up.

**MINIMUM QUALIFICATIONS AND EXPERIENCE REQUIREMENTS**

* Three to five years of sales experience with a high level of customer service experience and/or a bachelor’s degree in horticulture, agricultural science, or another related field. Or a comparable combination of education and experience.
* Requires strong computer skills including Microsoft Applications Word, Excel and PowerPoint and accounting systems
* Ability to obtain and maintain pesticide consultant’s license.

**LOCATION AND HOURS**

20160 Main St.

St. Paul, OR 97137

This position is full-time - exempt from overtime. The scheduled shift for this position is: Monday through Friday, 7:00 a.m. – 4:00 p.m. Overtime is required.

**IN ORDER TO APPLY:**

Resumes must be submitted either through this website or via email (hr@marionag.com). No phone calls, please.

**DATE POSTED**

October 1, 2024