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## Agronomy Sales-Agronomist

### Legacy Cooperative Overview:

Legacy Cooperative is a leading grain handling and agricultural/consumer retailer in North Central North Dakota. We operate from locations in Bisbee, Cando, Dunseith, Egeland, Overly, Perth, Rock Lake, Rolette, Rolla, and Wales North Dakota. Our services include Agronomy, Automotive Parts & Service, Convenience Stores, Energy, Ranch & Home, Lawn & Garden, and Grain Handling.

### Position Overview:

Legacy Cooperative has an exciting opportunity to work with our agronomy division sales team as an Agronomy Sales-Agronomist. This position will work closely with the agronomy division management team to build and grow market share in our trade territory. This position will report to the Agronomy Division Manager.

### Essential Duties & Responsibilities:

- Sales & Marketing - Develops and executes marketing plans to drive short and long term growth. Utilizes strategies and tactics to optimize promotion, product positioning, packaging and pricing. Maximizes sales through efficient utilization of an advertising budget, relationship management and other communications. Identifies and solicits cross-selling and bundling opportunities. Stays current with industry trends for future product research and development.
- Operations Management - Coordinates with agronomy division management officials to assist in operations, logistics, and maximizing efficiencies.

### General Duties & Responsibilities:

- Customer Service (Relations) - Ensures the highest quality customer experience. Is responsive and courteous.
- Image - Maintains a consistent company image both internally and externally during both business and non-business hours.
- Work Ethic - Demonstrates reliability, punctuality, efficiency and quality. Exercises entrepreneurial spirit for the success and growth of the company and self. Accepts empowerment, responsibility and accountability.
- Communication - Demonstrates ongoing communication with all levels and divisions of the company to enhance teamwork and effectiveness and alignment of company and division goals.
- Teamwork - Supports team objectives and efforts of others on the team. Encourages a spirit of inclusion, participation and belonging.
- Safety and Compliance - Contributes to a culture that ensures that all facilities, equipment and personnel adhere to federal and state safety and compliance regulations.
- Maintenance - Coordinates with operations manager(s) to ensure proper maintenance of property and equipment.
- Credit Policy - Enforces the credit policy of the company.

- Other Duties & Responsibilities as assigned.

**Basic Qualifications:**

- 4-year degree in Crop Science or other business/agriculture related field of study (6-10 years of related job experience may substitute for education).
- Commercial driver's license (Class A) or ability to obtain **within 30 days**.
- HAZMAT, Tanker and Air Brake endorsements or ability to obtain **within 30 days**.
- 5 years of industry experience.
- 5 years of experience in developing and executing marketing plans.
- Working knowledge of Microsoft Office.
- Ability to learn business accounting systems.
- Excellent written and verbal communication skills.

**Preferred Qualifications:**

- 10 years of industry experience.
- 10 years of experience in developing and executing marketing plans.
- Previous experience as an Agronomy Sales-Agronomist.
- Previous agricultural cooperative or agriculture related experience.

**Required Physical Demands:**

- While performing the duties of this job, the employee is regularly required to sit, stand, walk, bend, twist or lift objects up to 75 pounds.
- The employee may be required to climb or be at elevated heights to inspect facilities.

**Additional Details:**

- Legacy Cooperative is an equal opportunity employer and offers competitive salary and benefits. For more information about us, please visit us at [www.legacy-cooperative.com](http://www.legacy-cooperative.com).

**Receipt Acknowledgement:** \_\_\_\_\_

**SIGNATURE**

**DATE**