



Job Profile

General Information

Position Title: Agronomy/Research Manager
Reports To: Legacy Seeds President
Position Location: Near Waupaca, WI

Position Summary:

The Agronomy/Research Manager (ARM) supports sales and marketing efforts by having direct customer and dealer interaction. The ARM manages all aspects of research at Legacy Seeds Research Center. The position provides technical assistance in the event of customer dissatisfaction with product related issues. The role also provides technical knowledge of products and product placement and trains on many other issues.

Key Responsibilities/Accountabilities

1. A key role of this position is establishing a relationship with all Legacy DSM's as the agronomic expert for cultural practices and products.
2. Work with RSM's and DSM's in an equitable manner providing in person support with key customer and dealer visits with strategic intent.
3. Responsible for planting, maintenance and data collection of all retail related research trials conducted at the Legacy Seeds Research and Learning Center.
4. The position is responsible for creating and disseminating timely agronomic bulletins.
5. Assist both sales management and product management with real time training of handling customer complaints involving product related issues.
6. Assist both sales management and product management with development of product training materials.
7. Support RSM's and DSM's with key meetings and field days.
8. Responsible for overall management of the retail part of the RLC agronomic testing plots and trials.
9. Responsible for planting, maintenance and data collection of all retail related research trials conducted at the RLC.
10. Coordinate with the Alfalfa breeding staff to provide any cultural practices needed from time to time.
11. Identify and short term or long-term needs and plans for the position to the Legacy Seeds President.
12. Identify and share any key opportunities and issues with the Legacy Seeds President.
13. Anticipate and recognize changes and react to new opportunities in the marketplace.
14. Safety: Drive and maintain a strong culture of safety in all aspects of the positions.
15. Perform other duties as assigned.



Job Requirements:

- 3-5 years' experience in the field of applied agronomy or seed sales.
- Master's Degree preferred/ Bachelor's Degree required
- Should possess knowledge of a wide range of products with a focus to include corn, soybean, alfalfa, and wheat (seeds) in the field of agronomy.
- Knowledge of agricultural production and practices with experience in seed sales
- Demonstrate excellent written and oral communication with proficiency in word and excel
- Willingness to travel as needed.
- Proficient with computers utilizing Microsoft Office
- Must have good knowledge of cropping systems including fertility and pest control.
- Must have or be able to obtain a pesticide applicators license.
- Must have or be able to obtain CCA accreditation.