

Job Profile

General Information

Position Title: Sales Agronomist / Nutritional Lead.
Reports To: Legacy Seeds President
Position Location: Legacy Seeds Retail Footprint (WI, MN and fringe areas)
Base Salary:

Position Summary:

The position supports sales and marketing efforts by having direct customer and dealer interaction. This is the lead person driving the Ration Choice corn and alfalfa program. The role also provides nutritional and technical knowledge of products and product placement. The position provides technical assistance in the event of customer dissatisfaction with product related issues. Primary area would be with Legacy Seeds DSM's in Wisconsin and Minnesota.

Key Responsibilities/Accountabilities

1. A key role of this position is establishing a relationship with all Legacy DSM's as the Ration Choice expert.
2. Provide agronomic support and information for all crop types sold by Legacy Seeds.
3. Work with DSM's in an equitable manner providing in person support with key customer and dealer visits with strategic intent related to all aspects of forage management.
4. Assist both sales management and product management with development of new products and product training materials related to forage management of corn and alfalfa
5. Support DSM's with key meetings and field days.
6. Assist with the development of corn and alfalfa trials at the Legacy Seeds Research Learning Center as well as on farm trials and studies.
7. Manage the World Dairy Expo trial entries.
8. Identify any short term or long-term needs and plans for the position to the Legacy SeedsPresident.
9. Identify and share any key opportunities and issues with the Legacy Seeds President.
10. Anticipate and recognize changes and react to new opportunities in the marketplace.
11. Safety: Drive and maintain a strong culture of safety in all aspects of the positions.
12. Perform other duties as assigned.

Job Requirements:

- 3-5 years' experience in the field of applied agronomy, seed sales or livestock nutrition
- BS degree and / or related experience in the field of Agriculture
- Should possess knowledge of a wide range of products with a focus to include corn, soybean, alfalfa, and wheat (seeds)
- Knowledge of agricultural production and practices with experience in seed sales and Livestock Nutrition
- Demonstrate excellent written and oral communication with proficiency in word and excel
- Willingness to travel as needed.
- Proficient with computers utilizing Microsoft Office.