

AGRONOMY SALES MANAGER

Agronomy Sales and Management persons are responsible for providing support and knowledge of their agronomic products to customers. Their main goal is to sell those products either to retail or wholesale outlets. They also oversee new staff and train them in while being responsible for their own territorial sales.

WHAT RESPONSIBILITIES WILL I HAVE?

- Provide seed and fertilizer advice in relation to research and production of crops directly to the farmer
- Provide advice regarding crop husbandry and crop rotation
- Responsible for making agronomic related decisions regarding production activities
- Develop and implement long term agronomic plans and practices to support organization/farm plans and budgets to maintain maximum production
- Develop and implement regional agronomic marketing plans to support organization plans and budget
- Responsible for marketing specific products and agronomic services to clients such as fertilizer, chemicals and/or seed
- Develop and maintain close customer relations with key clients by providing professional agronomic service and advice
- Arrange and coordinate various technical and marketing activities, these may include field days, farmer meetings, demonstration trials and trial sites
- Maintain industry awareness regarding technical developments via networking, personal development and training
- Organize or act as the liaison between the company and farmers to organize trial programs and assist with analyzing and reporting results



WHAT EDUCATION & TRAINING IS REQUIRED?

A bachelor's degree in agronomy, crop science, soil science, biology or a related field; a degree in agricultural business with a minor in an agronomic field might also suffice

THE FOLLOWING HIGH SCHOOL COURSES ARE RECOMMENDED...

Agricultural education, a focus on science (particularly earth science, chemistry, biology) and mathematics and physics

TYPICAL EMPLOYERS

Seed companies, crop protection companies and cooperatives

FUTURE JOB MARKET/OUTLOOK



SUGGESTED PROFESSIONAL ORGANIZATIONS & ASSOCIATIONS

- Soil Science Society of America
- National Alliance of Independent Crop Consultants
- American Society of Agronomy

AVERAGE ANNUAL FULL-TIME SALARY

\$66,000