

## **CROP CONSULTANT**

Deerfield Ag Services is seeking a highly motivated and goal-driven candidate for the crop consultant position to increase agronomic product sales, serve customers as a crop advisor and enhance the quality of customers' experience with Deerfield Ag Services.

Job duties and responsibilities:

- Develop and maintain strong relationships with customers and prospective customers to increase agricultural input sales and meet identified sales goals
- Develop and implement strategies to successfully manage inventories and increase product sales
- Monitor crop performance analyzing data from year-to-year
- Serve as a consultant and make recommendations to customers regarding soil health, agricultural inputs and other materials
- Must be able to perform all agronomy plant operations and services necessary including: delivery of products, securing and tracking inventory and consulting customers.
- Learn and promote all supported seed products, crop protection and seed treatment products
- Be able to market and sell a wide range of Corteva and Pioneer brand products
- Support planting and harvesting agronomic product knowledge plots
- Further develop knowledge through professional development opportunities including meetings, training and continuing education courses
- Lead and participate in annual goal setting in cooperation with the Agronomy Manager setting agreed upon goals to fulfill the manager's expectations

## **GRAIN SCALE TICKET OPERATOR - PT**

Part-time job! Become part of our team and learn to accurately weigh and grade inbound and outbound grain trucks, while providing great customer service to customers. The following duties and responsibilities reflect the essential functions of the position:

- Ability to learn and follow established Standard Operating Procedures (SOP) to weigh and grade inbound and outbound grain trucks using established technology/software.
  - Enter weight and grade info into computer and process scale ticket according to SOP.
  - Cleaning of grading area and assisting grain accounting when needed.
-