



## JUNIOR SALES AGRONOMIST

### Why work for Holmes Agro?

#### TEAMWORK



We are a team of dynamic and dedicated individuals with a passion for agriculture

#### LEARN



Many training and education opportunities on the job from both internal and external resources

#### GROW



Opportunities to grow, advance, and experience many different roles

#### REWARDS



Competitive wages and performance incentives

Please submit your resume in confidence by email to:



WatchUsGrow@holmesagro.com

### Responsibilities

- Hone your sales and customer service skills by working directly with customers in our office and through grower site visits, while growing your knowledge of Holmes Agro's products and services
- Promote Holmes Agro products, services and solutions to customers and growers both in office and out on site or farm visits
- Travel weekly to various customer locations to participate in crop scouting and integrated pest management efforts through the growing season for row and potential horticulture crops
- Participate in soil and tissue sampling on customer sites in late Summer and Fall with guidance and support from a more senior member of our Agronomy team
- Shadow senior agronomy staff on customer visits to learn how we position agronomic plans, tools and products to maximize customer crop performance and increase sales
- Partner with Agronomy team members to support the development of crop plans and agronomic solutions using our innovative in house MyFarm database
- Support customers stewardship efforts such as 4R's, precision agriculture, pest assessments and record keeping
- Accurately support the record keeping of customer information and data within our MyFarm and order systems to support seamless deliveries to our growers which helps to ensure exceptional customer experiences
- Gain exposure, insights and provide some support to our delivery and dispatch operations which ensures our products are getting delivered to our customers or applied to their fields
- Provide back-up support for internal operational activities on an as-needed basis that would involve marketing and day-to-day operational opportunities

### Qualifications

- Must have a passion for agriculture and helping growers feed Canadians
- Some knowledge of crop inputs, seed and crop protections
- 1-3 years of inside or outside sales experience, outside sales experience preferred
- 1-3 years of customer service experience
- Graduate or working towards an agriculture related degree from a Canadian agriculture college or university program preferred, but not required
- A Certified Crop Advisor (CCA) designation, in progress, or interest in working and being assisted towards a CCA designation
- Strong communication and interpersonal skills to allow you to converse with customers to provide a positive experience and work collaboratively with customers, suppliers and internal team
- Ability to work independently
- Problem solving skill set with the ability to follow up and action next steps
- Effective written and oral communication skills
- Skilled in multi-tasking, and provides flexibility to adapt to changes quickly
- Strong time management and organizational skills
- Computer navigation skills and ability to competently work with Microsoft Office suite of products (Outlook, Teams, Word, Excel, PowerPoint, etc.)
- Willingness to work seasonably long hours in Spring and Fall during peak growing seasons