



## 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 educational opportunities on the job from both internal and external resources

#### GROW



Opportunities to grow, advance, and hone your expertise

#### REWARDS



Competitive wages and performance incentives

Please submit your resume in confidence by email to:



WatchUsGrow@holmesagro.com

### Responsibilities

- Assist Ontario growers improve their productivity and crop outputs
- Travel daily within your assigned region in peak seasons to meet current and prospective customers, generating leads by conducting cold calls and follow up visits, to generate and optimize sales opportunities
- Cultivate and strengthen relationships with growers by providing on-farm consultations, developing crop plans and providing agronomic advice and actions to improve crop protection
- Anticipate and address customers changing needs throughout the seasons and provide recommendations based on routine crop scouting, soil, tissue sampling, and analyzing customer data housed within our proprietary MyFarm system
- Be an expert in our full line of crop inputs, including crop protection products, seeds and custom fertilizers
- Ensure exceptional customer experiences by collaborating with internal teams to ensure seamless deliveries to growers by working to support fertilizer, seed and crop protection purchases
- Support customers stewardship efforts such as 4R's, precision agriculture, pest assessments & record keeping
- Accurately record all visit and call details in our MyFarm and order systems
- Collaborate with internal teams to ensure seamless deliveries to our growers to ensure exceptional customer experiences
- Provide back-up support for internal operational activities on an as-needed basis

### Qualifications

- Must have a passion for agriculture and helping growers feed Canadians
- Strong knowledge of crop inputs, seed and crop protections
- 5-10 years of inside or outside sales experience, outside sales experience preferred
- Graduate from a Canadian agriculture college or university program preferred, but not required
- Certified Crop Advisor (CCA) designation preferred or willingness to work towards it
- Strong communication and interpersonal skills to allow you to provide a positive experience and work collaboratively with customers, suppliers and internal team
- Strong time management and organizational skills
- Ownership/entrepreneurial mind set to help grow and shape our business
- 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