



ASSISTANT LOCATION MANAGER/SALES TRAINEE

Summary

Assist the location manager in customer service, sales, distribution, and marketing operations for the agronomy location in a manner that will optimize Ag Plus's market share and savings, improve Ag Plus's efficiency, help achieve Ag Plus's mission and goals, and result in outstanding customer service.

Essential Duties and Responsibilities:

- Responsible for assisting manager in cost controls and budgeting of the agronomy location.
- Promotes, and supports Ag Plus's Retail programs (chemical, fertilizer, seed, etc.).
- Assists in the development of annual customer programs that include field scouting, product recommendations, timely and accurate deliveries, soil testing as needed, custom application, record keeping, and follow-up calls.
- Maintains facility and equipment so that they have a good appearance and are always in working order.
- Works with manager on maintaining all records required by OSHA or Ag Plus's safety procedures.
- Promoting Ag Plus's products and services to customers.
- Explain company policies and site operations to customers as needed.
- Recommend repairs and improvements to the location manager.
- Helps oversee plant personnel training so that tasks are performed properly and safely.
- Controls inventories for proper seasonal levels.
- Maintains periodic customer contact as needed, as well as a continual prospect list that is contacted appropriately.
- Precisely blends and custom applies fertilizers and agricultural chemicals based on recommendations and label directions.
- Supports Ag Plus's stated Vision, Mission, and Business Values.
- Projects a positive attitude to customers and employees at all times.
- Provides outstanding and courteous customer service.
- Promotes and supports Ag Plus's agronomy programs.

Qualifications

Education and/or Experience: Bachelor's degree (B. S.) from four-year college or university; or 5-10 years or more related experience and/or education; or equivalent combination of education and experience.

Certificates, Licenses, Registration:

- Valid Indiana Driver' License with the ability to get an Ag CDL

Goals

- Commercial Driver's License with Hazardous Material Endorsement preferred or will help you achieve.
- Commercial Pesticide Applicator License
- Learn computer systems (AgTrax)
- Learn agronomy system (AgOS)