



## PRECISION AG SPECIALIST

### Job Description

**Location:** Admin

**Job Title:** Precision Ag Specialist

**Department:** Agronomy

**Reports To:** CEO & Agronomy Sales Manager

#### Summary

The Precision Ag Specialist will work with farmers and other locations to promote Ag Plus programs related to marketing of product and services, and application. Responsible for providing technical support to Ag Plus Employees on Precision Ag technology

#### Essential Duties and Responsibilities include the following. Other duties may be assigned.

- Compile lists of current and prospective customers for use as sales leads.
- Implement the Acre Watch program with current and prospective growers.
- Make proper recommendations and placement of chemical and fertilizer.
- Have extensive knowledge of agriculture equipment and precision ag technology.
- Must know, understand and comply with all safety and government regulations.
- Basic knowledge of all chemicals and their abilities of control.
- Responsible for travels throughout the territory for the establishment and maintenance of customer relationships within an assigned territory.
- Responsible for mapping including generating prescription maps, variable rate irrigation, yield analysis, and satellite imagery.
- Assist customers in installing and calibrating their precision equipment.
- Assist in handling customer concerns and complaints.
- Available to assist other departments in their peak seasons.
- Perform other duties that may be directed by the supervisor.

#### Supervisory Responsibilities:

This job has no supervisory responsibilities.

#### Qualifications:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

#### Education and/or Experience

Associate's degree (A. A.) or equivalent from two-year college or technical school; or six months to one year related experience and/or training; or equivalent combination of education and experience.

#### Language Skills

Ability to read and interpret documents such as safety rules, operating and maintenance instructions, and procedure manuals. Ability to write routine reports and correspondence. Ability to speak effectively before groups of customers or employees of organization.

#### Mathematical Skills

Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area, circumference, and volume. Ability to apply concepts of basic algebra and geometry.

#### Reasoning Ability

Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

#### Computer Skills

To perform this job successfully, an individual should have knowledge of Database software; Spreadsheet software and Word Processing software.

**Certificates, Licenses, Registrations**

Custom Applicator's License  
Commercial Drivers License (Class B minimum/Class A preferred)  
CCA (Optional)

**Other Qualifications**

Knowledge of agronomic practices and applications relative to seed, fertilizer, soils, and ag-chemicals.

**Competencies**

<b>Leadership and Managerial</b>	<b>Functional</b>	<b>Foundational</b>
Adaptability	Organizational Support	Customer Service
	Professionalism	Oral Communication

**Physical Demands**

While performing the duties of this Job, the employee is regularly required to use hands to finger, handle, or feel; reach with hands and arms and talk or hear. The employee is frequently required to stand. The employee is occasionally required to walk; sit; climb or balance; stoop, kneel, crouch, or crawl and taste or smell. The employee must occasionally lift and/or move up to 100 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.

**Work Environment**

While performing the duties of this Job, the employee is frequently exposed to moving mechanical parts; fumes or airborne particles. The employee is occasionally exposed to high, precarious places; outside weather conditions; extreme cold; extreme heat. The noise level in the work environment is usually loud.

**I acknowledge by signing below that the essential duties and responsibilities outlined in my job description above are accurate, that I can perform the essential duties and responsibilities of my job description, and I understand that my annual performance appraisal results are contingent on how well I execute the essential duties and responsibilities listed in my job description.**

**Date:** \_\_\_\_\_

\_\_\_\_\_  
**Employee's signature**

\_\_\_\_\_  
**Supervisor's signature**

(Supervisors please return the original signed job description document to the Human Resources Administration)

Applicants can apply online at [www.agplusinc.com/employment](http://www.agplusinc.com/employment). Any resumes can be sent to my attention either through mail or email.

Feel free to contact me if there are any questions.

Thank you!

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