Job Description: AFS Precision Farming Consultant
Reports to: Manager Precision Farming Products
Direct Reports: None

KEI Employment Requirements:

- Safety is everyone’s responsibility….. Therefore all employees shall observe our KEI safety policies and procedures.
- Adhere to the KEI standards for 5S. Standards are available for your branch, function and specific work areas. Standards can be found in the branch operating system book….. A place for everything & everything in its place.
- Achieve and exceed established standards for Health & Safety, First Time Quality, Productivity and Customer Satisfaction.
- Identify and drive the elimination of waste within our business practices and value streams.
- Participate with and take an active role in the branch CIT team, leading the continuous improvement process at the department and branch level (Plan/Do/Check/Act).
- Improve KEI’s ability to “Market to a Segment of One” by verifying and updating profile information during customer interactions.

Duties:

- Work with Sales Manager to develop and execute AFS precision farming marketing plan.
- Work with Sales Staff on AFS precision farming sales and on independent sales within the dealership’s assigned territory.
- Provide upper level support, phone or on-site to branch personnel or customers on issues above their capability. Serves as the technical specialist relative to the entire AFS product line.
- Provide training sessions for dealership personnel and customers at clinics or other dealership or branch events. Arrange for an AFS precision farming field day after wheat harvest to showcase AFS precision farming products.
- Handle customer satisfaction issues related to the AFS product line.
- Control and keep track of AFS precision farming inventory, working with branches on inventory requests.
- Work with sales staff on AFS precision farming demo program, especially on new tractor deals.
- Keep current on AFS precision farming product offerings, attending training as required.
- Work on developing an RTK network in our Indiana trade area.
- Work with the CIH AFS precision farming regional specialist.
- Other duties as assigned by functional manager.

Qualifications:

- Knowledge of GPS systems, both guidance and yield monitoring with emphasis on Case IH offerings.
- Self starter with excellent time management skills. Ability to work independently or side by side with a service technician or sales representative.
- Ability to use computers for troubleshooting and updating systems. Knowledge of Microsoft Office products including Excel, PowerPoint & Outlook for communications and training.
- Excellent customer relation skills.
- Working knowledge in agricultural related sales, service or other related work.
- A degree with an agricultural/GPS related major or equivalent experience.