

STORBY SEED: TECHNICAL AGRONOMIST/SALES

STORBY SEED IS AN ESTABLISHED AND EXPANDING AG DEALER LOCATED NEAR LAKE MILLS, IOWA

COMPANY BIO:

- As a second-generation Asgrow/Dekalb Seed Dealer; Storby Seed has long been respected and trusted as the local source for the highest quality in seed genetics. The addition of Pivot Bio and BW Fusion offerings have been well received by our growers, proving to be high yielding compliments to our seed business.
- At Storby Seed, our emphasis is on unmatched customer service and staying on the cutting edge in agronomy. We recently expanded to provide additional storage, modern treating facilities, and new office space.
- Since 1992, Storby Seed has been a successful business; but there has never been a better time to be a part of our team. Our seed treating, biologicals, and chemical offerings are growing, right along with our well-established seed business.
- We have strong roots in the Lake Mills and surrounding communities. It is with much excitement that we offer the opportunity for the right person to come join our team and grow with us. If you like to go the extra mile and are passionate about agronomic success; Email your resume and references to: mstorby@gmail.com

DUTIES/RESPONSIBILITIES:

- Develop and maintain customer relationships
- Willingness to create new business contacts/relationships
- Sell seed corn, soybeans, seed treatments, biologicals, chemicals
- Organize, deliver seed and learn our bulk setup
- Ability to use Climate Fieldview
- Walk fields with customers and talk agronomy
- Put up and take down seed signs
- Calibrate yield monitors, weigh wagon work, print yield maps
- Work with a safety mindset and work well with others
- Perform other duties as assigned/ work extended hours in season
- Attend seasonal meeting and continuing education classes

SKILLS/SPECIFICATIONS

- Self-Motivated
- Demonstrate excellent communication skills
- Strong Focus on customer relations
- Ability to think quickly and independently
- Good with numbers and highly organized
- Farm background/Strong agronomy background
- Ability to make direct contact with growers
- Ability to make a cold call
- Understanding of the sales process
- Effective relationship building skills
- Work with a courteous/professional manner
- Drive a forklift and truck with trailer
- Education/Qualification
- 4-year degree in Agronomy or Ag related program
- 2-year degree in Ag related program with related experience
- Sales experience a plus
- Driver's License and clean driving record; background checks made