

406 Agronomy Coach

Reports To	Branch Manager
Department	406 Agronomy
FLSA Status	Exempt
EEO Classification	Technician

Successful candidates are expected to comply with the general attendance policies.

Successful candidates are expected to comply with all safety policies and procedures.

Primary Purpose

As a 406 Agronomy Coach within the Agronomy Division for Torgerson's, your daily activity revolves around working with farm customers assisting them in the decision-making processes related to agronomy. Agronomy Coaches are passionate about working in the area of agronomy, and enjoy working with field data to gain insight and improve economic returns. They provide tools and products that collect useful information and develop sound cropping and nutrient management strategies. Their role and objective is to ensure that the customer is maximizing the potential of the resources available to them.

General Description

An Agronomy Coach must have a sound understanding of soil, water and crop interactions and willingness to work as part of a team. Having knowledge of local farming practices is of benefit. Agronomy Coaches receive their training and resources from Agri-Trend Agrology Ltd (ATAL). Agronomy Coaches are able to access and leverage sales, training, presentation, and marketing material through Agri-Trend. They also receive extensive agronomic training. They make agronomic recommendations based on the best options for the customer. They abide by an Agronomy Coach Code of Ethics and always agree to work together with other trusted advisers of the customer to reach economic returns.

Essential Duties

	Duties	Frequency
1	Identifying customers to offer services, and closing sales to these customers	100%
2	Aiding in the decision making process of customers for decisions related to agronomy	100%
3	Handling a customer base of 12 to 20 depending on the size of customer and services needed	100%
4	Looking for integrated agronomic solutions and opportunities for farmers	100%

- 5 Support and deliver Agronomy Coach processes: Annual Strategy Meeting, Soil Analyzer, Field Programmer, Manure Analyzer, Manure Programmer, Plant Analyzer, Crop Health Initiative, All process are in Agri-Trend's ADS Pro web-based software 100%

Minimum Experience And Qualifications

Education: Bachelors in Bachelors in Agronomy or related field of studies. from an accredited college or university from an accredited college or university.
 2 years of job experience in agronomy related field.
 Innovative in thinking
 Post-Secondary education degree or diploma in Agronomy, Soil Science or related areas.
 Proficient computer skills in Google Drive and Microsoft Office
 Valid Driver's License

Experience: 2 year(s) preferred in Agronomy or related field.
 2 year(s) preferred in Agronomic knowledge and / or background..
 2 year(s) required in Strong interpersonal skills.
 1 year(s) preferred in Sales Training.

Physical Demands

Physical activities typically performed while on the job.

Activity	Frequency	Hours
Bending/Stooping	Frequently (55%-79%)	4
Climbing–Stairs, Ladders, Slope	Constantly (80%-100%)	8
Crawling	Seldom (1% to 9%)	1
Grasping/Handling	Constantly (80%-100%)	8
Kneeling	Frequently (55%-79%)	4
Neck Flexion/Extension	Frequently (55%-79%)	4
Reaching Forward	Frequently (55%-79%)	4
Reaching Overhead	Seldom (1% to 9%)	1
Standing	Frequently (55%-79%)	8
Twisting	Periodically (30%-54%)	4
Walking	Constantly (80%-100%)	8

Physical Effort

Physical effort typically applied while on the job.

Lift/Carrying	Distance	Activity	Frequency
1.1 - 10 lbs.			Seldom (1% to 9%)
11 - 25 lbs.			Frequently (55%-79%)
26 - 50 lbs.			Frequently (55%-79%)
51 - 75 lbs.			Seldom (1% to 9%)
Pushing/Pulling	Distance	Activity	Frequency
11 - 25 lbs.			Frequently (55%-79%)
26 - 50 lbs.			Occasionally (10%-29%)
51 - 75 lbs.			Frequently (55%-79%)

Mental And/Or Visual Demands

Mental and/or visual demands typically sustained while on the job.

Demand	Frequency
Color Vision	Constantly (80%-100%)
Depth Perception	Constantly (80%-100%)
Hand and Eye coordination	Constantly (80%-100%)
Near Visual Acuity	Constantly (80%-100%)
Visual acuity, able to aim, track, and focus	Constantly (80%-100%)
Visual response to external stimuli	Constantly (80%-100%)

Work Conditions

Work Conditions typically encountered on the job.

Condition	Frequency
Biological Agents	Frequently (55%-79%)
Chemical Agents	Frequently (55%-79%)
Dust	Frequently (55%-79%)
Excessive Cold	Periodically (30%-54%)
Excessive Heat	Periodically (30%-54%)

Job Specific Conditions/Demands

Job Specific Conditions and demands typically encountered on the job.

Condition/Demand	Frequency
ATV usage	Frequently (55%-79%)
Driving–Vehicle/Equipment	Frequently (55%-79%)
Exposure to insects, reptiles, wildlife	Frequently (55%-79%)
Hearing	Constantly (80%-100%)
Outdoors	Constantly (80%-100%)
Talking	Constantly (80%-100%)

By signing and dating, all parties acknowledge the accuracy, completeness, clearness, and conciseness of the position; that essential functions are aligned with organizational goals and objectives; that compliance with all applicable legal considerations has been met, and that the employee understands the job requirements.

Employee	<i>Print Name</i>	<i>Sign</i>	<i>Date</i>
Supervisor	<i>Print Name</i>	<i>Sign</i>	<i>Date</i>
Human Resources	<i>Print Name</i>	<i>Sign</i>	<i>Date</i>
Physician	<i>Print Name</i>	<i>Sign</i>	<i>Date</i>