



The Arthur Companies

Agronomist

Job Description

Are you looking for an opportunity to leverage your talents in a growing organization? We have excellent opportunities within The Arthur Companies for people that have a desire to grow in their careers, possess strong customer service skills, have an attention to detail, uphold safety requirements and enjoy working in a team oriented environment.

PURPOSE OF POSITION:

This position is responsible for sales of products and services for The Arthur Companies.

RESPONSIBILITIES:

- Initiate sales contacts, understand customer needs and present applicable products and services.
- Develop and deliver effective sales presentations, focusing on the benefit of early orders.
- Increase customer base year over year.
- Grow volume of sales with existing customers.
- Provide outstanding customer service to growers.
- Develop subject matter expertise on assigned products and/or services.
- Report on sales to plan and current pipeline.

QUALIFICATIONS:

The ideal candidate will possess the following:

- Proven ability to delivery exceptional customer service
- Excellent interpersonal skills and a team player
- Sales experience

ABOUT THE COMPANY:

The Arthur Companies is a diversified agricultural business that includes grain, agronomy services, birdseed and a fertilizer company. There is a proud tradition of customer service excellence in all that we do that dates back to 1906. We are privately owned and operated, putting business decisions close to our team. Please visit our website (www.arthurcompanies.com) for additional information.

DISCLAIMER:

This job description is not a complete description of responsibility, but reflects the general qualifications, duties and/or responsibilities necessary to perform this position. The Arthur Companies reserves the right to revise the job description as circumstances warrant. The Arthur Companies is an at-will employer, which means that either the employee or the company may terminate the relationship at any time, with or without notice, and with or without cause. We are an equal opportunity employer.