



## **The Arthur Companies**

### **Sales Agronomist**

#### **Job Description**

##### **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.
- Proactively share information and best practices across the Agronomy team and other functions.
- Actively engage in cross-selling opportunities.

##### **QUALIFICATIONS:**

The ideal candidate will possess the following.

- Agronomy related experience and/or Agronomy degree.
- Proven ability to delivery exceptional customer service
- Excellent interpersonal skills and a team player.
- Sales experience.