



**JOB TITLE** Agronomy Manager  
**REPORTS TO** Director of Product  
**DIRECT REPORTS** Regional Agronomists (3-4)

#### **PURPOSE/SCOPE**

1. Lead all agronomic efforts in support of our sales territories by delivering product information and support to our customers and dealers.
2. Lead commercial agronomic efforts.

#### **RESPONSIBILITIES**

1. Act as a resource by providing agronomic and sales support to territory managers and dealers through location visits, ride-alongs and problem calls.
  - Provide agronomic and product presentations/trainings to dealers and customers.
  - Actively participate in field days, dealer plot events and trainings.
  - Maintain working knowledge of all product placement and differentiation.
  - Maintain thorough understanding of agronomic issues in sales geography.
2. Maintain agronomic expertise and product knowledge through walking plots and seed production fields.
  - Maintain working knowledge of all Peterson Farms Seed products.
  - Maintain working knowledge of competitive products.
  - Act as a resource of local needs and product demands across geographies to inform future product selection.
3. Lead all grower-facing agronomy efforts to showcase the company's deep agronomic commitment to helping farmers grow more bushels. This includes dreaming up new programs as well as planning, budgeting and executing current programs, including:
  - Field Day/Local Training Events
  - Plus20 trial/testing sites with growers
  - Field Insight Trials and annual publication
  - Dealer Grower Observation Plots
  - Post Harvest Dealer Training
  - Cup of Agronomy winter education meetings
  - Agronomy content for marketing purposes

4. Manage internal agronomy efforts to include reviewing, planning, budgeting, executing and data analysis when appropriate.
  - Identity preserved and seed production management including in-season stewardship requirements and field inspections.
  - Miscellaneous contract research.
5. Act as point person for the exploration/implementation of new technologies.
7. Agronomist Supervision to build and lead people:
  - Provide consistency and professionalism.
  - Guide team members to optimal performance.
  - Coach team members to maximize the company's core values.
8. Perform other duties as assigned.

#### **EDUCATION/TRAINING REQUIRED**

- BS in Crop Science or Agronomy
- At least 5+ years Agronomy experience is preferred
- Product Development background is preferred

#### **EXPERIENCE REQUIRED**

- 2+ years of people management experience
- On farm experience
- Familiar with local farming practices
- Familiar with seed industry
- Theoretical / practical sales knowledge

#### **SUCCESSFUL CANDIDATE WILL POSSESS:**

- Excellent agronomic competency
- Strong written, oral and presentation skills
- Proven analytical skills
- Time management
- Self-Motivated
- The ability to demonstrate through action, Peterson Farms Seed's Core Tenets:
  - Integrity
  - Team Contribution
  - Excellence
  - Positive Attitude