



JOB TITLE Regional Agronomist

REPORTS TO Agronomy Manager

PURPOSE/SCOPE Support our sales territories by delivering agronomic and product support to territory managers, dealers and customers. Serve as a resource to the Research and Agronomy team.

RESPONSIBILITIES

1. Be the agronomic and ag technology expert for your assigned geography. Act as a resource to TM team by providing agronomic and sales support, including:
 - Make dealer/customer visits, ride-alongs and handle problem calls
 - Provide dealer/customer agronomic and product presentations and trainings
 - Plan Grower Observation plot locations and events
 - Attend field/plot events and trade shows
 - Maintain product placement and differentiation
 - Provide feedback on product lineup and competitive products
 - Develop industry relationships (University and company representatives)

2. Participate in Peterson Farms Seed's commercial customer-facing agronomic programs to showcase the company's deep agronomic commitment to helping farmers grow more bushels. These programs include:
 - 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 educational meetings
 - Agronomy content for marketing purpose

3. Participate in internal agronomy efforts which may include:
 - Identity-preserved and seed production management, including in-season stewardship and inspections
 - Miscellaneous contract research

4. Participate in the exploration/implementation of new technologies.

5. Participate and work with marketing and sales teams in the development of collateral to support the company's
6. Perform other duties as assigned.

EDUCATION/TRAINING REQUIRED

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

EXPERIENCE REQUIRED

- 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