

Agronomy Location Manager

Job Description

Agronomy Location Manager

A well-recognized Agriculture Agronomy Center is looking for a well-qualified, passionate professional to lead a profitable Agronomy Center.

As the Location Manager, you will work directly with growers and organization personnel. This position reports to the Agronomy Manager and will foster an intimate relationship with Sales and Agronomy Managers. A qualified individual must possess a passion for people and Agriculture with an uninterrupted focus on safety.

Position Requirements:

- Develop relationships with growers to advance the organization's growth goals.
- Build and maintain synergy with strategic partners and suppliers.
- Manage local personnel of 5-10.
- Develop and implement a Strategic Growth Plan to meet and exceed managed budgets.
- Communicate with Agronomy Manager to foster growth with Agronomy Sales personnel.
- Understand market needs and communicate with the leadership team.
- Identify key customers and strategies to acquire and maintain market share.
- Have a daily focus on safety.

Duties/Responsibilities:

- Oversee operational functions including operation of spray rigs and tender trucks, completion of work orders, training of spray rig operators, quality of spray applications, and resolving of customer complaints in a timely manner.
- Make recommendations to customers using best practice decisions for the grower; assist in taking customer orders, invoicing, returns, payments, etc.
- Keep current on agronomic products, trends, issues, services, and resources to sell agronomy products in an ethical manner.
- Oversee inventory and loss of products, equipment, and services; coordinate with other departments/positions for ordering, application, etc.
- Maintain knowledge of all applicable regulations; oversee compliance with all applicable regulatory agencies (DOT, OSHA, EPA, USDA, etc.).
- Assist in developing budget and asset needs.
- Working with the Safety Director to establish and implement a program to include housekeeping, safety, and equipment maintenance to avoid breakdowns and limit safety hazards; identify and correct safety concerns.
- Supervise the daily activities of full-time, part-time, and seasonal employees within all aspects of employment: recruiting, interviewing, hiring, training (including meeting state, federal, and company safety and regulation guidelines), performance reviews, recommending pay and/or position changes, employee development and discipline, etc.

- Communicate with other locations, departments, all levels of management, etc. effectively and within a timely manner.

Required Skills/Abilities:

- Ability to identify and resolve inadequacies in processes; assist in developing ways to increase efficiency.
- Excellent leadership skills; positive attitude.
- Excellent verbal communication skills.
- Ability to work evening and weekend hours as business dictates.
- High level of organization, efficiency, and the ability to adapt and prioritize.
- High attention to detail and high level of accuracy; ability to multi-task in a fast-paced environment.
- Computer proficiency, especially with Microsoft Suite programs (Word, Excel, Outlook, etc.).
- Ability to accept responsibility and accountability for job performance.
- Ability to work in a team or independently and multi-task in a fast-paced environment.

Education and Experience:

- At least 3 years previous leadership and/or supervisory experience required and account management.
- 2 or 4 year degree in related field preferred but not required.
- Must have or be able to obtain a Class A CDL with necessary endorsements and maintain commercial eligibility.
- Must have or be able to obtain a Commercial Pesticide Applicators license.
- Understanding of local agronomic environment.
- Ability to work with people and have a passion for growth.

Physical Requirements:

- Moderate to heavy lifting is required (50-100 lbs) daily.
- Work conditions may include dust, fumes, moderate to loud noises, uneven surfaces, various heights.
- Working near moving equipment, outside and inside, and in all weather conditions.
- While performing the duties of the job. It is required to speak, hear, see, and use hands/fingers to operate a computer and phone.
- Ability to regularly stand, walk, reach with arms and hands, climb, balance, stoop, kneel, crouch, push and pull.
- Travel to other locations may be required.
- Must pass DOT physical, pre-employment and all subsequent required drug screenings.