



Sales Agronomist

TCO Agromart Ltd. is currently seeking a Full-time Sales Agronomist. We are looking for top-quality individuals and local talent to help take our business to the next level. Join our growing team and apply today!

Reporting to the General Manager, the successful applicant will bring strong agronomic knowledge, sales skills, and a customer-focused approach to support growers in achieving their production and profitability goals.

Key Responsibilities:

- Engage with customers in the field crop sector, providing agronomic and crop protection solutions to in-season problems as needed
- Provide timely, thorough, and accurate pricing on approved quotes
- Complete sales planning and reporting as assigned by the General Manager, including use of the CRM system (Nav)
- Establish, develop, and maintain positive relationships with growers and colleagues
- Actively prospect new customers through on-farm cold calls
- Expedite the resolution of grower problems/complaints to maximize mutual satisfaction
- Co-ordinate sales efforts with operations, administration, and other applicable team members as necessary
- Seasonal deliveries of fertilizer, chemicals, and seeds to growers; assisting with customer warehouse pickup
- Actively participate in continuous learning opportunities (sales, agronomy, fertilizer, seed and crop protection training)
- Competitive salary & benefits provided

Knowledge & Skill Requirements:

- Minimum of 1-3 years of similar experience in the industry
- Excellent communication skills, both written and oral, are required to deal with customers, management, and location team members
- Excellent organizational skills, including time management and priority setting
- Self-motivated and results-orientated, able to meet sales targets with little supervision
- Previous experience in fieldwork including scouting, plots and soil sampling an asset
- Demonstrated focus on meeting customer expectations and working to deliver excellent customer service
- Must be self-driven, self-motivated, and customer service-oriented, while being an effective team player
- Current CCA-ON designation an asset or willing to be obtained
- Proficient in Microsoft Office Suite (Word and Excel)
- Valid driver's license required

Apply today to join our team!

We thank all candidates for their interest in this position; however, only those selected for further consideration will be contacted. TCO Agromart Ltd. is an equal opportunity employer.

Please forward your resume to the Human Resources Department hr@tcoagromart.com
Resumes submitted in person are also welcome at 12944 Telephone Road Colborne, ON