



Michigan Agricultural Commodities (MAC) is a privately held, for-profit corporation, which buys, sells and stores agricultural commodities throughout the United States and Canada. MAC is Michigan's largest grain handler with 8 locations, 43 million bushels of storage and 110 employees. Facility ownership, trading offices and international connections give MAC uncommon flexibility with unique opportunities. MAC is a progressive leader in the grain industry constantly investing in our facilities and our employees to expand our footprint in Michigan.

Position: Direct Ship Agronomy Sales Representative **Job Location:** Middleton, MI

Summary: Responsible for maintaining contact with current MAC direct ship agronomy customers and continually prospecting to generate new direct ship customer business. An understanding of key terminal fertilizer product markets in Michigan and surrounding territories and implications on MAC sales pricing.

Job Functions:

- Review terminal pricing regularly and communicate with agronomy manager to establish sales values
- Understand fertilizer product price trends and market implications
- Maintain contact with current direct ship agronomy customers to meet their needs
- Utilize numerous resources to develop new customer prospect list
- Communicate and share current direct ship programs with other MAC sales and merchandising staff
- Communicate regularly with freight dispatchers to ensure product delivery and performance
- Track customer contact utilizing MAC Customer Relations Management (CRM) program
- Assist MAC agronomy team with numerous projects or demands during busy season including product delivery, fertilizer blending, and customer service needs

Key Competencies:

- Good verbal and written communication skills
- Sales and customer service skills
- Organizational and attention to detail skills
- Problem analysis and problem solving mindset
- Ability to self-direct and accomplish goals