



michigan agricultural commodities, inc.

445 N Canal Road

Lansing MI 48917

(517) 627-0200 / (800) 878-8900

www.michag.com

3346 Main St / 7115 Maple Valley Rd.

Marlette, MI 48453 / Brown City, MI 48416

(989) 635-3578 or (800) 647-4628 / (810) 346-2711 or (800)-851-1448

Job Description: Thumb Agronomy Operations & Sales Representative

Position Summary

Michigan Agricultural Commodities is seeking a full-time Agronomy Operations & Sales Representative for our thumb market, working mainly out of our Marlette location. This role is a hands-on position and will provide a unique opportunity to work in both a sales and operations capacity offering a variety of services to customers. MAC is a progressive leader in the grain industry, with targeted markets in the fertilizer and agronomy sectors. The ideal individual for this role will have experience or interest in agronomy/fertilizer sales and operations, demonstrating a desire to utilize skills to positively impact the company and customers.

Scope of Responsibilities: Responsible for maintaining contact with current MAC agronomy customers and continually prospecting to generate new agronomy customer business. Must maintain consistent understanding of key terminal fertilizer product markets in Michigan and surrounding territories and implications on MAC sales pricing. Additional responsibilities include agronomy operations, including product loading, spreader delivery, and tender truck driving.

Job Requirements:

- **Customer Service:**
 - Build relationships and maintain contact with current agronomy customers to meet their needs and identify any additional needs they may have.
 - Utilize numerous resources to develop new customers through prospect lists, with a focus on expanding the agronomy footprint for MAC.
 - Communicate regularly with agronomy team and management to ensure product delivery and performance.
 - Help facilitate grower meetings to promote MAC programs and offerings.
 - Work with all growers to sign orders and maintain account in good standing.
- **Agronomy Sales:**
 - Drive agronomy sales, with a specific focus on dry fertilizer. Liquid fertilizer and chemical sales secondary.
 - Maintain complete understanding of fertilizer options, agronomic factors, and benefits to position properly and share information with growers or others as needed.
 - Review terminal pricing regularly and communicate with agronomy manager to establish sales values.
 - Understand fertilizer product price trends and market implications.
- **Agronomy Operations:**
 - Lead completion of thumb agronomy projects or demands, especially during busy season. This includes but is not limited to product loading, delivery (spreaders or tender truck driving), and customer service needs.
 - Utilize drone for scouting as directed.
- **Company:**
 - Track customer contact utilizing MAC Customer Relations Management (CRM) program.
 - Communicate and share current agronomy sales programs with other MAC sales and merchandising staff.
 - Promote benefits of MAC merchandising to build and promote grain originations to MAC facilities.

- Assist operations team as directed, including occasional facility operations work or housekeeping.
- **Physical Requirements:** Good physical condition, mobility and the ability to work extended hours are necessary to perform the basic tasks of this position.
- **Safety:** It is the policy of MAC to provide a safe and healthy workplace. The ability to perform all tasks in a safe manner and in accordance with company policy is essential. PPE selection must be completed and utilized by all applicators and tender drivers. All company policies and procedures to be followed.
- **Other tasks as assigned.**

Desired Skills/Competencies

- Good interpersonal and 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
- Motivation to learn new skills and information to grow in individual's role at MAC
- Minimum Associates degree in business or agricultural field or comparable work experience preferred
- CDL License holder or willingness to earn a seasonal license necessary
- Required: must be able to pass a comprehensive background check and substance screening.

*This job description should not be construed as an employee contract. Management retains the right to employ-at will.

*Michigan Agricultural Commodities is an equal opportunity employer dedicated to a policy of nondiscrimination in employment on the basis of race, color, religion, sex, national origin, age, disability, veteran status, genetic information, or other group status protected by Federal, State, or local laws.

Last modified: 9.27.2023