

Crop Production Advisor - Nutrien Ag Solutions Fort Macleod, AB

Nutrien Ag Solutions is the retail division of Nutrien™, the largest crop inputs company in the world. As part of our collective mission of Feeding the Future, Nutrien Ag Solutions provides full-acre solutions through our trusted crop consultants at more than 2,000 locations in North America, South America, Europe and Australia. For more than 150 years, we have been helping growers achieve the highest yields with a wide selection of products, including our proprietary brands: Loveland Products, Inc.; Proven®Seed and Dyna-Gro®Seed; as well as financial, custom application and precision ag services.

Working at Nutrien Ag Solutions will provide you an opportunity to help us Feed the Future, and grow your career.

Reporting to the Branch Manager, this position is accountable to meet and exceed annual sales goals and profit margin objectives of Nutrien Ag Solutions' products and services.

What you will do:

Responsible for meeting and exceeding annual sales goals and profit margin objectives as set by branch management

Implement on-farm based sales strategy to promote Nutrien Ag Solutions' products and services

Maintains and analyzes a database/record of customer profiles (product usage and service requirements) in order to identify, categorize, and prioritize customer base

Develops and maintains effective business relations with current and potential future customers, based upon an approach that targeting customer with whom the company can profitable to do business

Provides timely service as well as agronomic information and advice to current and potential customers

Arranges for access to specialists where necessary to bring mutual benefit to the customer and the organization

Arranges for customer learning opportunities that provide incremental value

Keeps informed of competitor activities within the market area and recommends marketing program and service revisions

Review customer accounts to ensure that payments are within the approved credit policy and performs collection functions as required

Monitors competitive activity and trends

May be required to keep records and prepare reports on sales activities

Solid knowledge of Nutrien Ag Solutions' product offerings including features, benefits, and uses

Ability to interpret soil, tissue and water analysis

Initiates trials that will support marketing efforts

Researches and responds to technical inquiries

Performs other duties as required

What you will bring:

Strong time management, planning and multi-tasking skills

Excellent communication and people skills, both written and oral

Strong computer skills including all Microsoft applications (Word, Excel, and Outlook)

Ability to work independently or as a part of an effective team

Conducts themselves in a professional manner, and ability to keep confidential information

5 years of progressively responsible experience in agri-business and/or other related customer service function - equivalent combinations of education and experience, which result in the required level of knowledge, competencies, skills and abilities, may be considered

Grade 12 or recognized equivalent, supplemented with successful completion of Certificate in Agriculture, Agri-Business Certificate, or equivalent post-secondary education

Demonstrated experience in vocational, agricultural, or a combination of education and work experience

Minimum 2-3 years sales experience

CCA or P.Ag. Accreditation is a definite asset, but not required

Must possess a valid class 5 driver's licence

Ability to meet the Nutrien Ag Solutions' policy requirement by completing a Criminal background check, Drug/alcohol testing, and Driving Record Abstract

Apply today send resume to: kimberly.taylorlindo@nutrien.com Subject Crop Production Advisor **Fort Macleod, AB**

Nutrien Ag Solutions is an equal opportunity employer that is committed to creating an inclusive workplace. We evaluate qualified applicants without regard to race, color, religion, age, sex, sexual orientation, gender identity, genetic information, national origin, disability, veteran status, and other legally protected characteristics

This job will remain posted until filled. In accordance with Nutrien policies, you will be required to undergo a background check, and may be required to undergo a substance test. While we appreciate all applications we receive, only candidates under consideration will be contacted.

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