

Crop Production Advisor (18 month term) – Coaldale, AB, CA

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.

We harvest the best. Diverse views and experience make us strong. We look for people who have a safety-first mindset, who are collaborative team players, who deliver on their commitments, who are innovators in search of a better way, and who believe in inclusion.

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

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
- Maintain and analyze a database/record of customer profiles (product usage and service requirements) in order to identify, categorize, and prioritize customer base
- Develop and maintain 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
- Provide timely service as well as agronomic information and advice to current and potential customers
- Arrange for access to specialists where necessary to bring mutual benefit to the customer and the organization
- Arrange for customer learning opportunities that provide incremental value
- Keep 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
- Monitor competitive activity and trends
- Keep records and prepare reports on sales activities
- Interpret soil, tissue and water analysis
- Initiate trials that will support marketing efforts
- Research and respond to technical inquiries

What you will bring:

- 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
- 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
- 2+ years sales experience
- Must possess a valid class 5 driver's license
- CCA or P.Ag. Accreditation is a definite asset, but not required
- 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

Are you a good match? Apply today. Send an email to: Kimberly.taylorlindo@nutrien.com Subject Crop Production Advisor Coaldale, AB, CA