
Service Manager/Agronomy Consultant

Mission

The mission of this position is to help ACS clients grow great crops through accurate and timely recommendations, coordinate all service and business that occurs between ACS and the client, assist in CNMP and related plan development by managing all the necessary pieces from farm visits to data collection to plan delivery and revenue collection.

Report to

Business and Operations Manager or ACS Manager

Essential Job Functions

1. Maintain Certified Crop Advisor status.
2. Help contracted farm clients make the best decisions to maximize crop yield, minimize fertilizer use and manage their farms in a way that will minimize the risk of non-compliance.
3. Work with the Farm Planner, the Field Technician Manager and field technicians to deliver the elements of each type of ACS plan on time, according to the product's delivery schedule.
4. Help build ACS through supporting other staff's efforts where applicable, participating in ACS meetings and conference calls and making recommendations to ACS management for ways we can improve our operations and the value we provide our clients.
5. Actively participate in contracting new and existing clients, account revenue monitoring and collection.
6. Bring appropriate new ACS products and services to existing clients.
7. Help in developing sales and services to prospective ACS clients.
8. Handle all administrative work for ACS in a timely and complete manner. Submit expense reports promptly and with all receipts.
9. Look for opportunities ACS can improve crop management and compliance services that result in increased profitability for ACS and improved cropping integration for the farm.
10. Maintain company equipment in a way that optimizes its functional life, and projects ACS as an organized and professional company. Operate equipment and perform job functions following prescribed safety protocols.
11. Work from a prioritized plan.

Minimum requirements

BS in Agronomy or related area, or minimum 2 years' experience in agronomy field, current Certified Crop Advisor or be willing to complete the necessary steps for CCA status.