

Crop Advisor - Corpus Christi / Coastal Bend

The J.R. Simplot Company is a diverse, privately held organization, with roots firmly planted in agriculture and agriculture-related businesses. These endeavors have been around for centuries and will continue to be a vital part of the global economy. We currently have a position available in Corpus Christi / Coastal Bend region.

SUMMARY

This Simplot Grower Solutions' position provides customer service to growers through the sale of crop nutrition, crop protection, seed, specialty, technology and other agronomic products and consultative services. The position is led under the general direction of the Area Sales Manager, who provides support and leadership to all Crop Advisors within specifically recognized agronomic geographies to achieve the Company's financial goals and operational objectives.

RESPONSIBILITIES

- * Maintain customer agronomic records, assist in establishing customer financial records and collaborate with the Area Financial Services Manager in the establishment of credit and resolution of credit matters.
- * Collaborate with other Crop Advisors, as directed by Area Manager and/or Market Manager, to increase knowledge, develop sales, marketing, manage customer relationships and increase profits in the Sales Area.
- * Work with Area Manager and Market Manager on developing marketing plans and pricing strategies.
- * Ensure adequate follow-through in regards to operational aspects of the business such as delivery, application and billing are handled appropriately.
- * Miscellaneous duties such as attending meetings, training sessions and providing back-up to operational personnel.
- * Market products to growers by initiating sales calls, providing advice and consultative services, and monitoring individualized agronomic programs in respect to use of crop protection, crop nutrition, seed, specialty, technology and other related areas.

REQUIREMENTS

- Education:
 - * Bachelor's Degree from 4 year college or university
- Other information:

Three plus years related experience and/or training. All California positions require PCA licenses. CCA and PCA are preferred. Disclaimer - These statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of personnel so classified.
- Combination of education, training and/or experience will be considered for this position.

HOW TO APPLY

External Candidates:

- Visit www.simplot.com/careers
- Select **Job Search**
- Select **Current Opportunities**
- Select **All Open Positions**
- Apply to **Job ID#4377**

Please prepare a cover letter outlining your interest and qualifications and submit with your resume via our online application process described above. For best results, please upload your resume as a Microsoft Word or Adobe PDF document. This process includes additional job-relevant questions, so plan on at least 20 minutes when you apply.

When a position is in the interview stage or has been filled, it will no longer appear on our Simplot Careers website. If you experience any technical difficulties when applying through our online system, please contact our Employment Center for assistance at careers@simplot.com.

*****The J.R. Simplot Company is proud to be an Equal Opportunity Employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, ancestry, age, sex, gender, gender identity, gender expression, genetic information, physical or mental disability, medical condition, sexual orientation, military or veteran status, marital status, or any other protected status.*****