



Job Title: Ag Crop Advisor

Division:	Agronomy	Job Code:	520
Location:	28410 Milliron Rd Junction City, OR 97448	Travel Required:	Yes \ often Includes customer/vendor visits, to shows, trainings
Reports to:	Local Site Manager		

Job Description

PURPOSE

The purpose of this job is to represent Pratum Co-op Agronomy to growers as a resource for them to have more efficient and healthy methods of growing crops, fulfilling Pratum’s overall mission, which is to be **an agricultural cooperative dedicated to innovative solutions, excellent service, and long-term relationships.**

The following are specific tasks and responsibilities related to this position, but the position may require other duties and special projects as assigned.

TASKS & RESPONSIBILITIES

- Advise on and offer Pratum’s product line of chemicals and fertilizers to current and prospective grower-customers for fertility management; disease, weed and pest control, especially focusing on innovative solutions
- Advise on irrigation utilization, post-harvest and storage management; spring and fall soil bed management
- Maintain and build a customer base of agricultural customers through proactive customer service and business development
- Take soil and tissue samples and send to labs for analysis on customer fields as needed
- Use, and assist with, technology for GPS grid mapping, application and scouting (precision ag)
- Maintain database records as needed to track and ensure proper advice on application of products to customer fields
- Complete reports as required and requested
- Work with the Ag Sales Manager and/or sales team to contribute to Pratum’s strategic sales goals, attending sales meetings/trainings as requested

EXPECTATIONS

- Comply with federal, state, and company policies, procedures, and regulations, maintaining familiarity with the employee handbook
- Function in a way that fulfills Pratum’s Values



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- **Integrity:** always doing the right thing
- **Safety:** committed to a safe environment for our employees and customers
- **Professionalism:** dealing with all relationships in a courteous and respectful manner with a positive image, timeliness
- **Results Oriented:** delivering on your promises
- **Teamwork:** respecting one another with humility, working with the ag management team
- **Stewardship:** careful and responsible management of our resources and environment
- **Customer Service:** exceeding expectations of those we serve
- Passionate engagement with Pratum Agronomy, motivated to contribute to Pratum’s success
- Maintain essential certifications/licenses, obtaining continuing education as required and staying up to date with crop technology as much as possible
- Ethical and environmentally responsible advice for customers

QUALIFICATIONS AND EDUCATION REQUIREMENTS

- Bachelors of Science degree in agri-science or related degree
- 3+ years of experience

PREFERRED SKILLS

- Efficient and effective customer management, meeting multiple customer needs (including patience and respect with difficult or negative customer circumstances)
- Efficient, effective and confident communication with customers
- Ability to work well with others

ADDITIONAL NOTES ...

- Equipment Provided: Laptop and accessories, credit and fuel cards, pickup (or vehicle allowance), cell phone (or phone allowance), quad

Prepared By:	Mark Garland, HR Manager	Date:	March 7, 2018
Approved By:	Doug Kuenzi, Division Manager	Date:	March 7, 2018
Last Updated By:		Date/Time:	Click here to enter text.
Employee Name:		Email:	
Employee Signature:		Date:	



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Physical Requirements

General Notes:

A sales position with some significant physical requirements

Tools & Equipment Used:

Typical office equipment, pickup truck, quad, field sampling equipment.

ENDURANCE

Sitting
Standing
Walking
Change Positions?

Never	Seldom 1-5%	Occas. 6-33%	Freq. 34-66%	Continuous 67-100%	Total Hours At one time	Total Hours in a work day
			X		2	7
			X			
			X			
			X			

LIFTING AND CARRYING

1-20 lbs
21-50 lbs
51-75 lbs
>75 lbs

Never	Seldom 1-5%	Occas. 6-33%	Freq. 34-66%	Continuous 67-100%
			X	
			X	
		X		
	X			

Maximum # lifted/carried without assistance 80 **Lifts/carries exceeding this weight are done with 2 people or lift device**

OTHER PHYSICAL REQUIREMENTS

Bend/Stoop
Twist
Crouch/squat
Kneel/Crawl
Walk-Level surface
Walk-Uneven surface
Climb Steps/Ladder
Work at heights
Reach at or above Shoulder
Use of Arms, Wrist
Use of Hands grasping/squeezing
Operate foot controls

Never	Seldom 1-5%	Occas. 6-33%	Freq. 34-66%	Continuous 67-100%
		X		
		X		
	X			
	X			
			X	
			X	
		X		
	X			
		X		
			X	
			X	

ENVIRONMENT: Inside 67 % of time Outside 33 % of time
 Temperature Extremes Yes No Vibration Yes No
 Works on or around moving machinery or mechanical parts Yes No

SIGNATURES

If, at any time during my employment, I think my job requires physical exertion beyond these limits, I will notify my direct supervisor for authorization before I exceed these limits.

Employee Signature _____ Date _____

Employer Representative(s):

Print Name	Title	Signature	Date