

JOB DESCRIPTION

JOB TITLE: **DIVISION AGRONOMIST**

EXEMPT:	Yes - Administrative	EEO CODE:	2
DEPARTMENT:	Administration	JOB GROUP:	Other Professional
REPORTS TO:	Don Wolf	RPT. CLASS:	Division
		DIVISION:	Division
PREPARED BY:	R. Mark Layman		
APPROVED BY:	Steve Alexander	DATE:	04/08/99
P.R.T. REVIEW:		DATE:	08/20/99
		DATE:	

SUMMARY: Provides training for location Salespersons to develop value added opportunities for their customers. Manages research for developing new markets for Helena products and basic manufacturer's products. Must primarily perform office or non-manual work directly related to management policies or general business operations. Also, must exercise independent choice and judgment in matters of consequence 50% or more of the time.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following:

Works with Helena crop consultants to develop fertilizer programs for California crops; develops amendment recommendations to mitigate problematic soil and water.

Works with Area Manager and Branch Managers in development of new crop consultants in agronomic skills.

Promotes the California Certified Crop Advisor program with Helena salesmen and assists them in obtaining certification.

Initiates and steers the Helena precision Ag program (AGRIntelligence) in his area.

Plans and presents agronomy meetings for retail locations/ growers.

Maintains current information resources by attending Ag conferences and developing a network of academic and industry contacts.

Works closely with the Helena Products Manager in the trial, development and utilization of Helena products.

Other work-related duties as assigned by supervisor/manager.

QUALIFICATION REQUIREMENTS: To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

EDUCATION and/or EXPERIENCE: A minimum of a Bachelor of Science in an Agricultural Science discipline and 5 years experience in crop consulting. Certification as a Certified Crop Advisor is mandatory; a California Pest Control Advisor license is optional.

OTHER SKILLS and ABILITIES:

- Excellent verbal and written communication skills.
- Self-motivated and a team player.
- Excellent agronomic background and discipline.
- Good driving record.

PHYSICAL DEMANDS: The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to use hands to finger, handle, or feel objects, tools, or controls and talk or hear. The employee frequently is required to stand, walk and sit. The employee is occasionally required to reach with hands and arms, climb or balance, and stoop, kneel, crouch, or crawl.

The employee must occasionally lift and/or move up to 100 pounds.

WORK ENVIRONMENT: The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee frequently works in outdoor weather conditions and is exposed to extreme heat (non-weather) and extreme cold (non-weather). The employee occasionally works in high, precarious places and is exposed to fumes or airborne particles and toxic or caustic chemicals. The employee may be required to walk fields and over ditches to collect samples.

The noise level in the work environment could be loud.