

Name
Address
Phone

Summary of Qualifications: Sixteen years of multifaceted experience in the field of agronomy

Collaborative leadership skills utilized in developing strong and focused teams

Synergistic employee management and training

Expertise in field and crop analysis

Strategic sales and targeted marketing to meet changing business needs

Professional Experience:

Field Agronomist – XYZ Cooperative 2008 – present

- Utilized collective experience and knowledge in chemical and seed sales, marketing, customer retention, to blend with operational efficiencies contributing to customer satisfaction and increase in production.
- Used a GIS based work ordering system plus SST to provide more accurate information for applicators and variable rate fertilizer spreading.
- Accurately completed agronomy and seed contracts, orders and billing.
- Effectively managed field production employees to maximize profits and time; streamlining processes and increasing productivity.
- Built relationships with new high potential cooperative members and continued to advance relationships with existing partners while using expertise to implement systems and solutions that demonstrate the business value of the cooperative's products and services.

Consultant – Sioux Center, IA 2004–2008

- Used technical experience, consulting skills and results driven focus to scout full season programs on various crops.
- Utilizing GPS grid and zone soil sampling during the spring and fall seasons.
- Used GIS based software program on a handheld computer to sample and build shape files utilized by retailers for various types of application.

Seed Sales Specialist, XYZ– Sioux Center, IL 2003–2004

- Engaged in customer-focused consultative selling by increasing the amount of product knowledge information influencing planting decisions and addressing concerns while driving sales and profitability for both the customer and the business.
- Provided leadership and direction to the farmer dealers in establishing and successfully maintaining their accounts.
- Utilized inventory control software systems to track and schedule deliveries while coordinating activities with staff.
- Maintained the accounts payable and receivable while tracking overall sales of corn, soybeans and wheat.

Agronomy Sales and Service, Farmers Cooperative Exchange – Sioux Center, IA 2000–2003

- Supported customer needs by making recommendations for crop production based on the scouting of corn, soybean, and alfalfa fields for plant health, insect thresholds, and chemical concerns.
- Involved in all aspects of the cooperative: managing employees, sales of fertilizer, chemical and seed hybrids, and on-site maintenance of the Cooperative's physical plant.

EDUCATION

Iowa State University 1994
B.S. Agricultural Business

References available upon request