



AGRI TRAILS COOP JOB POSTING Internal & External

FROM: Lisa Sutton

DATE: 8/12/2026

RE: OPEN POSITION – Agronomy Production Specialist

REPORTS TO: Heath Funston, Agronomy Manager

Summary: The Agronomy Production Specialist is tasked with increasing ATCs market share and profitability in the sale of fertilizer, ag-chemicals, seed products and agronomy services. This position is responsible for ensuring high levels of customer satisfaction, by providing exceptional service that ensures enhanced outcomes for ATC and our customers.

Essential Duties and Responsibilities

- Actively works to develop new customers for our agronomy services. Spends a significant
- Provides customers with proper recommendations on seed-fertilizer-chemical applications based on best management practices.
- Scouting of producer fields and crops.
- Conducts soil sampling.
- Responsible for farm sales and service calls.
- Assists in crop production inventory management.
- Conducts producer informational meetings and demonstration plots.
- Maintains positive customer and employee relations.
- Stays up to date on new technology in crop production and communicates this information to both internal and external stakeholders.
- Takes direction from Seed Division and Crop Protection Division to ensure that the overall agronomy needs of producers/customers are being met.
- Communicates clearly and directly with supervisors, peers, customers and direct reports. Approachable, relates well to others, engages people, articulates clearly and actively listens.

Required Education and Experience

- Bachelor's degree (B.A.) in Agronomy or a related area, such as soil conservation, agriculture education or general agriculture
- 2 years of agricultural experience

**Equivalent Combination of education/experience will be considered.*

**If you are interested in applying for this position,
please e-mail your resume to lsutton@agritrails.com.
If you have any questions, please call Lisa, 785-366-7213.**