



Job Title: PCS Market Development Agronomist

Location: Fostoria, OH (Partial work-from-home & some travel required)

Reports To: [Insert Supervisor's Title]

Description: We are seeking an experienced Agronomist to help plan, implement, and manage crop production activities for growers. You'll work closely with the PCS team to maintain top-tier customer service, review daily operations, and provide expert consultation. In collaboration with the sales agronomist team, you'll analyze data and customer requests to deliver tailored recommendations. Additionally, you'll work with the Lead Agronomist to apply historical practices and research, ensuring farmers have access to the latest crop insights and innovations to enhance their production strategies.

Key Responsibilities:

- Collaborate with the agronomy team to provide continuous education throughout the growing season.
- Review and analyze customer data with sales agronomists and provide recommendations to help adjust to future production plans.
- Research and educate yourself, new employees and farm customers on modern farming methods and best practices.
- Work closely with clients and internal team to ensure high-quality customer service and provide tailored recommendations.
- Monitor crop growth and distribute findings to the team to inform decision-making.
- Conduct field research to identify the best use of fertilizers, pesticides, herbicides, and animal waste products.
- Evaluate soil and crop samples and recommend steps forward on how to improve agricultural practices and outcomes.
- Work with third-party partners to review and integrate new technologies and processes for agricultural evaluation.
- Use computer forecasting models to develop customer recommendations based on historical data and trends.
- Assist the Lead Agronomist in applying historical practices, research, and observations to improve farming strategies.
- Provide insights and observations based on data analysis to help farmers plan and prepare for future growing seasons.

Additional Duties:

- Support soil sampling efforts as needed, ensuring that data collected from soil tests is accurate and aligned with agronomic goals.



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Qualifications and Education:

Required:

- Minimum of 10+ years of field experience in crop consulting and soil fertility
- Strong knowledge of agricultural sciences, soil health, and plant nutrition
- Comfortable being outside for longer periods of time in all conditions as needed for the growing season.
- Excellent communication and interpersonal skills.
- Ability to work independently and as part of a team.
- Valid Driver's License

Preferred:

- Bachelor's degree in Agronomy, Agricultural Science, or a related field
- Experience in crop consulting and soil fertility

Work Environment:

- The Position is based in Fostoria, OH, with remote work capabilities and some travel requirements
- Occasional travel may be required for training, field visits, and industry events.
- Relaxed atmosphere with opportunities for professional growth
- This is a full-time position

Salary & Benefits:

- Competitive salary based on experience and qualifications.
- Benefits include paid vacation and holidays, optional medical insurance plans with company assistance, and 401K with employer matching (subject to qualifications and employment requirements).
- Use of a company vehicle for job-related duties.