



Precision Technology Specialist

Department

TruAcre Technology

Classification

Exempt Nonexempt

Base Salary Range

\$35,000 To \$40,000

In addition to Salary:

- 10% Sales Agreements Sold
- 5% of Net Revenue on Parts Sold
- 15% First Year Commission on Crop Insurance Placed

Reports To

COO of TruAcre

Date Updated

2/1/2018

*“Tell the Truth,
Work Hard and
Have Fun”*

JOB DESCRIPTION

Summary/Objective

The Precision Technology Specialist position is responsible for promoting the sales of precision agriculture products and services that will most benefit the customer and their operation. Provide consulting services, expertise, and training for the sale and support of TruAcre support agreements.

Essential Functions

A person in this position is expected to perform the following essential functions:

1. Determines customers' precision farming equipment needs and develops, promotes, and quotes systems to the customer based on gathered information.
2. Schedules and facilitates precision farming equipment demonstrations.
3. Sells, installs, calibrates and supports precision farming equipment.
4. Troubleshoots and corrects issues which arise with customers' Technology in assigned territory.
5. Build new customer base to provide technology and support agreements to.
6. Perform on-farm calls, foster relationships with potential key accounts, both current customers and prospects.
7. Organizes and maintains a customer profile and a record of communications and sales history for each customer.
8. Makes sure Precision Farming equipment sold is properly billed out in a timely manner.
9. Communicates weekly schedule to COO and account executive.
10. Attends all necessary company meetings and training programs by TruAcre and current suppliers of technology.
11. Responsible for cross-selling and working across various partnerships to look for areas to increase services to customers.
12. Manage and maintain Automated Crop Insurance and the procedures to submit data to the customers policy.

- 13. Maintain current product knowledge on all new/used equipment potentially saleable by TruAcre, including features/benefits and machine compatibility/ technology integration.
- 14. Performs all other functions as assigned by COO.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Competencies

- 1. Problem Solving/Analysis
- 2. Business Acumen
- 3. Strategic Thinking
- 4. Results Driven
- 5. Leadership
- 6. Customer Focus
- 7. Technical Capacity
- 8. Communication Proficiency.

Core Values

- 1. Work Hard
- 2. Tell the Truth
- 3. Have Fun
- Two out of three isn't good enough

Core Hospitality

- 1. Gratitude
- 2. Energy
- 3. Transparency

Travel

This position requires travel that is dependent on the radius of the Specialist's current and prospective accounts. Traveling outside normal working hours should be expected. The Specialist must have and maintain a valid driver's license, satisfactory driving record, and have the ability to travel independently and overnight.

Work Environment

This position operates in a fast-paced, multi-tasking, and professional office environment. It is expected for him/her to tell the truth, work hard, and have fun with a good attitude.

Education and Requirements

This position normally requires a Bachelor's degree in an agriculture, GIS/GPS, or marketing related discipline, or the equivalent thereof, and 1 - 2 years or more of related work experience or internships to demonstrate knowledge of precision technology and crop production management. He/She must obtain and maintain Crop Insurance license.

Other Duties

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for this job position. Other duties may be assigned as needs arise or as required to support the agency's essential functions.

SIGNATURES

This job description has been approved by all levels of management:

Manager: _____

HR: _____

Employee signature below constitutes employee's understanding of the requirements, essential functions, and duties of the position:

Employee: _____ Date: _____