



Technovation

Specialized to succeed

Agronomist

General Information

ITEM	
Appointment Type	Permanent
Starting Date	As soon as possible
*Location	Area 1: Marble Hall/Groblersdal/Nylstroom/Middelburg area Area 2: North of Polokwane Area 3: North-West
Remuneration	Negotiable depending on experience
Own Vehicle	Required
Travel Requirement	Extensive in appointment area

Company Description

We are a leading AgTech business that operates throughout selected international markets as part of a global group of Agri Technovation (AT) companies. As a fast-growing business, we are looking to expand our team with suitably qualified and experienced candidate/s looking for an opportunity to become part of our company and all it has to offer.

Science-based plant and soil health and nutrition is at the root of everything we do. Through our dynamic service offering (precision services, products and the use of our cloud-based data platform that supports informed decision making), we assist producers to increase their crop yields while reducing production costs. Our clients enjoy the benefit of one centralised access point for services, products, and high-tech support. We also offer unique services to our clients, including MYSOIL CLASSIFICATION™, ITEST™ CARBOHYDRATES (first of its kind commercially available) and PICKLOGGER™, which offerings set us apart from our competitors.

A highly experienced leadership team drives the business with an acute ability to guide, inspire and lead all team members, ensuring strong focus on our mission - to create the most valuable synergy between crop performance and technology to all farmers.

We are immensely proud of what we have achieved so far and look forward to what's to come – new challenges, new solutions, more innovation.

** Each of the three areas independently need an agronomist*

Job Description

Identifying the needs of clients and recommending potential solutions utilising company technologies, services and/or products to support business and client growth.

Main Responsibilities

- Advise client on plant nutrition and soil sciences to optimize yield, quality and to enable them to make better decisions
- Providing technical recommendations to customers based on various analyses (soil, leaf, etc.)
- Build and maintain relationships with customers through regular on-site visits to secure repeat business
- Identify and implement business opportunities to grow and expand AT's market share
- Marketing and selling products and services
- Establish and position yourself as a strategic and trusted partner
- Preparing and presenting technical presentations to clients
- Gaining extensive knowledge relating to the use and application of the company's products within a specific geographic location and crop types.
- Conducting research and development to facilitate continuous product improvement
- Performing field trials
- Compile sales budgets and meeting sales budget
- Maintaining financial and administrative records

Skills and Capabilities

- Strong understanding of agronomy crops, precision ag, soil science, plant nutrition, data and ag-tech.
- Performance driven
- Drive and energy to build a client base
- Customer focused
- Passionate about Agriculture.

Minimum Requirements

Qualifications

- BSc Agric (Agronomy) or relevant four-year BSc degree in Agriculture/Soil Science
- Own transport
- Solid verbal and written communication skills
- Excellent communication skills
- Ability to work in a team environment as well as on your own
- Computer literate
- Ability to market and sell products and services
- Attention to detail and well organized
- Deadline driven

Experience

- 3 years proven experience in similar roles

[Apply](#)



Technovation

Specialized to succeed