



Ecosystems Service Agent Job Description – Twin State, Inc.

About Twin State, Inc.

Twin State, Inc., is a family-owned and operated independent agricultural business that was founded in 1958 and is headquartered in Davenport, IA. Twin State, Inc., manufactures a full lineup of seed safe in-furrow and 2x2 starter fertilizers as well as liquid suspension fertilizers. In addition to manufacturing liquid fertilizers, Twin State, Inc., has an agricultural retail division that operates under the name of Liqui-Grow. Through its 15 full-service retail outlets, Liqui-Grow sells and custom applies crop inputs on about 1.5 million acres annually in eastern IA, northwest IL, and southeast WI. For more information about Twin State, Inc., or Liqui-Grow, please visit the company's web page at www.liqui-grow.com.

Position Description

Twin State, Inc., is seeking a passionate and highly-motivated individual to manage our Carbon Markets Program through our ecosystems services offerings. This is a fast-paced changing environment, and Twin State Inc. has made business decisions to offer farmers monetary compensation for recent conservation practice implementation or new conservation practice implementation. The ecosystems services space is highly complicated and the Ecosystems Service Agent will need to be a self-starter to navigate and make decisions to grow this department. The Ecosystems Service Agent will be the company's go to expert on all aspects of ecosystem services markets, ours and competitive offerings. The Ecosystems Service Agent will be charged with helping our customers, prospects and salesmen understand which fields, customers and practices qualify for payment. The Ecosystems Service Agent will also be responsible for completing and following up on the completion of all paper work required for these programs. The Ecosystems Service Agent will also be expected to understand government conservation programs and availability, as well as, how these government programs complement or compete with our ecosystem services markets. The Ecosystems Service Agent will be tasked with making sure Twin States and all farmers enrolled will be in compliance with regulations surrounding these new and emerging market places.

The Ecosystems Service Agent will be responsible for motivating the sales teams to identify targeted growers that may be best candidates for our ecosystem's services markets. The candidate will also be expected to assist our sales teams daily to complete these tasks. The Ecosystems Service Agent will be expected to communicate to our Seed and Seed Treatment Manager with needed cover crop seed inventory management, programs, marketing, pricing and whole sale supplier relationships. While not a requirement on the date of hire, the candidate is expected to become an expert in cover crop establishment, cover crop seed recommendations and how to successfully implement conservation practices while preserving cash crop yields.

In addition to managing the ecosystem services markets for Liqui-Grow, the Ecosystems Service Agent will be required to present conservation related information to Liqui-Grow sales professionals and grower groups at local field days and at winter customer meetings. The Ecosystems Service Agent will also be expected to contribute to the development of the Liqui-Grow brand via social media, internet and traditional marketing approaches, promoting ecosystem programs and other services Liqui-Grow



offers. The Ecosystems Service Agent will be expected to maintain an office at either our headquarters in Davenport, IA, or the nearest Liqui-Grow retail location. This will be determined upon hire.

Experience and Educational Requirements

- The Ecosystems Service Agent must have a minimum of 3 to 5 years of experience working directly with farmers and sales professionals in the ag industry.
- While not required, a BS degree in agricultural business, agronomy or a similarly related field is highly preferred.
- The candidate must have extraordinary leadership skills and be able to motivate individuals that do not directly report to them.
- The ideal candidate would have previous experience managing people and selling crop inputs to farmers or those who service farmers.
- The candidate must be passionate, hardworking and be able to demonstrate that they are self-motivated, self-starter and can work independently with little supervision.
- This candidate must have strong communication skills and be able to generate results.

Compensation Package

At Twin State, Inc., you will be a member of the Twin State team and family. You will have the ability to directly influence the company's future direction around ecosystem services markets and truly help farmers make decisions that increase their profitability and not just the company's bottom line. Monetary compensation will be dependent on the candidate's experience and education and will be equivalent to industry norms.

A company vehicle, computer and cell phone will also be provided and any additional tools needed to complete company-related duties. Twin State, Inc., offers dental/health insurance, paid vacation and sick leave. After meeting eligibility requirements the following benefits will be available: a 401K profit sharing plan, life insurance and short- and long-term disability.

How to Apply

Candidates should email their resume/CV, cover letter, and references to employment@liqui-grow.com.