



## **Retail Sales/Applicator Position**

### **Description**

The retail sales/applicator person is responsible for the marketing of the agricultural products manufactured and/ or distributed by Twin State, Inc., within a defined territory as well as the on-farm application of these products. The applicator person is an integral part of the individual retail location team and reports to the retail manager.

### **Expectations**

- Participate in all training activities pursuant to gaining knowledge of the products and the benefits to the farmer by their use.
- Undertake the necessary Certified Crop Advisor (CCA) training with the goal of passing the CCA test within two years and obtaining certification at the culmination of the required work experience.
- Develop a comprehensive prospect and current customer list including the farmer's needs and wants with a schedule for completing an adequate number of calls.
- Take soil samples and do the necessary scouting of the customer's fields to develop the proper recommendation for fertilizer and pesticide applications.
- Assist the farmer by applying his purchased fertilizer and pesticides in a timely and accurate manner.
- Ensure that the application equipment has the necessary safety equipment and that it is utilized at all times.
- Keep the manager and team fully informed of all operations.
- Assist in the collection of past due accounts.
- You may be expected to use and or sell precision Agriculture Technologies and tools when needed.

### **Requirements**

- Class A CDL with Tanker (N) endorsement
- Applicator License

### **Benefits**

- Health/Dental Insurance
- 401K Profit Sharing Plan
- Cafeteria Plan/Medical & Dependent Care
- Paid Vacation/Sick Leave
- Short Term/Long Term Disability (eligibility required)
- Life Insurance (eligibility required)