



Technical Services Representative – Great Lakes

AgraQuest, Inc. is currently seeking a Technical Services Representative to provide and manage technical service and field development programs for AgraQuest, Inc. products, primarily in the Great Lakes states. The position will support the Product Development and Sales organizations.

Essential Job Duties and Responsibilities:

- Support selected regional sales territories by providing technical information, training and education to sales representatives.
- Participate with sales in team selling events (e.g., trade shows, distributor education) to facilitate more effective selling.
- Develop effective working relationships with university researchers while providing education about AQ company products, collaboration on field trials and securing recommendations where appropriate.
- Develop effective working relationships with distributors, growers and consultants, while providing product education and influencing buying decisions.
- Effectively communicate the AQ marketing department's positioning of products to AgraQuest's sales team, as well as universities and industry.
- Communicate and work effectively across company departments, including, but not limited to sales, marketing and technical services.
- Plan, design and execute research and demonstration field trials in support of sales, product development and research.
- Effectively summarize and analyze field trial data followed by recommendations.
- Manage the administrative details associated with the field program including; ordering materials, monitoring the field trials budget, submitting grants and invoices in a timely manner, and submitting research reports.
- Maintain technical vitality by attending appropriate field days, professional and trade meetings and when to AQ's advantage, report the findings of results at scientific meetings.
- Communicate with technical services and sales counterparts to stay informed of new opportunities, cooperate in a manner to advance AgraQuest business.
- Initiate communication with research when dealing with discovery-oriented projects to ensure successful execution.
- Maintain effective working relationships with the Product Development Support Group regarding field trials budgeting, invoicing and data analysis needs.
- Work with other functional groups within AQ to achieve objectives when necessary.
- Develop and maintain an effective network of contract and university researchers capable of conducting quality field trials.
- Develop and maintain effective working relationships with Centers of Influence (COIs) that can help advance AgraQuest objectives.

- When appropriate, participate in scientific, professional, and trade meetings to present AgraQuest findings regarding our products and technology.

Educational Requirements and Job Experience:

- Master's or post doc Ph.D. degree in Agriculture or related field of study.
- A minimum of three years related experience and/or training with a Master's degree.

Knowledge:

- Research experience and familiarity with experimental design and statistical analysis.
- AgraQuest products and competitive products.
- Agricultural science principles.
- Basic mathematic principles.
- Microsoft 2007 suite of programs including, Word, Excel, PowerPoint, Outlook and Adobe.

Skills:

- Professional demeanor.
- Ability to clearly and convincingly communicate.
- Strong organizational and administrative skills.
- Strong time and territory management skills.
- Strong analytical capabilities.
- Evaluate product performance.
- Participate in public speaking events and ability to present and communicate data.

Abilities:

- Work Independently - the remote nature of this work requires the individual to often work with little or no supervision. He or she must understand the priorities of the position and execute them effectively whether working alone or as part of a team.
- Solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists.
- Interpret a variety of instructions furnished in written, oral, diagram, or schedule form.
- Multi-task and work in a fast paced environment.
- Effectively organize, prioritize and follow-up on work assignments.
- Maintain accurate records.
- Good communication skills.

To apply, please send your resume with cover letter referencing job title to: jobs@agraquest.com

Disclaimer:

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties, skills and abilities required of personnel so classified.

(Posted 12/16/11)