

Sales Agronomist (Full Time Position)



Location: Tara, Ontario

Reports to: Sales Manager

About Sprucedale Agromart Ltd.

Sprucedale Agromart Ltd. is a leading provider of crop inputs and agronomic services in Grey and Bruce Counties. We take pride in supporting local farm operations with high-quality products, knowledgeable staff, and dependable service. As our business continues to grow, we're looking for a reliable and proactive individual to join our team in this key operations role.

Position Overview

The Sales Agronomist is responsible for developing strong customer relationships and supporting growers with agronomic guidance, crop protection solutions, fertilizer recommendations, and seed sales. This role combines technical agronomy knowledge with sales leadership to help customers succeed while contributing to the continued growth of the business.

What you'll do:

- Engage with customers in the field crop sector, providing agronomic and crop protection solutions to in-season problems as needed
- Provide timely, thorough, and accurate pricing on approved quotes
- Complete sales planning and reporting as assigned by the General Manager, including use of the CRM system (Nav)
- Establish, develop, and maintain positive relationships with growers and colleagues
- Actively prospect new customers through on-farm cold calls
- Expedite the resolution of grower problems/complaints to maximize mutual satisfaction
- Co-ordinate sales efforts with operations, administration, and other applicable team members as necessary
- Seasonal deliveries of fertilizer, chemicals, and seeds to growers; assisting with customer warehouse pickup
- Actively participate in continuous learning opportunities (sales, agronomy, fertilizer, seed and crop protection training)
- Competitive salary & benefits provided

What you bring:

- Minimum of 1-3 years of similar experience in the industry
- Excellent communication skills, both written and oral, are required to deal with customers, management, and location team members
- Excellent organizational skills, including time management and priority setting
- Self-motivated and results-orientated, able to meet sales targets with little supervision
- Previous experience in field work including scouting, plots and soil sampling an asset
- Demonstrated focus on meeting customer expectations and working to deliver excellent customer service
- Must be self-driven, self-motivated, and customer service-oriented, while being an effective team player
- Current CCA-ON designation an asset or willing to be obtained
- Proficient in Microsoft Office Suite (Word and Excel)
- Valid driver's license required

Why join Sprucedale Agromart:

- Competitive compensation and benefits package.
- Stable, year-round employment with meaningful, varied work.
- Supportive, community-focused team environment.
- Opportunities for growth and ongoing skill development.

We offer a positive, team-focused environment where you'll work with modern equipment and support local growers in a vital industry. You'll be part of a company that values professionalism, continuous improvement, and community involvement.

Sprucedale Agromart Ltd. welcomes and encourages applications from people with disabilities. Accommodation is available on request for candidates taking part in all aspects of the selection process. Sprucedale Agromart is an equal opportunity employer. If you are ambitious and enjoy working with a team of strong agronomy professionals, this is the place for you! Please submit your resume by email to Craig Reid (creid@sprucedale.com; careers@sprucedale.com) or call our Tara Location: 519-934-2340

We thank all candidates for their interest in this position; however, only those selected for further consideration will be contacted.

Posted: Apr 23-2026