



P.O. Box 510  
604 Highway 15 W  
Northwood, ND  
(701) 587-6010

## **NORTHWOOD, ND – AGVISE LABORATORIES, SOIL SCIENTIST**

AGVISE Laboratories is seeking a full-time Soil Scientist to provide sales and technical support for the soil and plant analysis services provided by AGVISE Laboratories. This person will create and deliver innovative learning experiences to foster clients' success in responsible nutrient management. The successful candidate will exhibit positive attitude, image, and personal motivation. Individuals with training and/or experience in soil testing and plant analysis are of particular interest.

AGVISE Laboratories is an employee-owned agricultural testing laboratory with more than 40 years' experience in soil testing and plant analysis services across North America. Our team of agronomists and soil scientists provides technical support on soil fertility and plant nutrition to agricultural producers, crop consultants, and retail agronomists. This position is based at AGVISE Laboratories headquarters, located in Northwood, ND.

This position includes, but is not limited to, the following responsibilities:

- Provide technical support on soil fertility and plant nutrition topics to clients (e.g., agricultural producers, crop consultants, retail agronomists)
- Provide technical support for AGVISE web-based programs utilized to deliver soil and plant analysis results to clients
- Cultivate relationships with existing and potential clients across the service region, requiring extended travel as necessary
- Develop and deliver education programs on soil fertility and plant nutrition topics for meetings, workshops, and conferences attended by agricultural producers, crop consultants, and retail agronomists
- Interpret and integrate pertinent research information into educational programs
- Develop mass media materials on soil fertility and plant nutrition topics, including newsletters; participate in radio and television programming, utilize social media, and interact with other media outlets
- Plan and organize annual AGVISE Soil Fertility Seminars across the Midwest and Canada
- Attend regional and national meetings in the discipline, representing AGVISE and the soil testing industry
- Organize field demonstration projects that illustrate soil science concepts under regional soil and environmental conditions
- Form collaborative relationships with university and industry researchers to develop innovative soil testing methodology, working with laboratory staff for successful implementation
- Cooperate and collaborate with local, county, and state agencies, organizations, and businesses to promote soil testing and responsible nutrient management
- Provide service to the soil testing industry and appropriate professional societies in the discipline



P.O. Box 510  
604 Highway 15 W  
Northwood, ND  
(701) 587-6010

**Minimum Qualifications:**

- A bachelor's degree in soil science or closely related field with ten (10) years' work experience; or a master's degree in soil science or closely related field by time of hire
- Excellent oral and written communications skills for scientific and general audiences
- Excellent interpersonal skills in small- and large-group settings
- Basic computer skills and ability to use Microsoft office programs such as Word, Excel, and PowerPoint
- Ability to function in a team setting, both as an effective team member and as a leader
- Ability to conduct oneself professionally and be self-directed in the work environment
- Ability to work flexible and extended hours, extended travel required, and manage time and resources to efficiently accomplish the duties of the position
- Valid driver's license or the ability to obtain one
- Ability to travel internationally, including Canada (no entry restrictions)

**Preferred Qualifications:**

- A master's or PhD degree in soil science with emphasis in soil fertility and plant nutrition by time of hire
- Experience and/or knowledge of soil and plant analysis methodology and instrumentation
- Experience and/or knowledge of agricultural systems in the Upper Midwest and Canadian Prairies, including expertise in local cropping practices
- Experience working directly with agricultural producers, crop consultants, and retail agronomists
- Experience in developing and delivering educational programs to others
- Experience using advanced statistical and/or GIS computer programs (e.g., SAS, R, ArcGIS)
- Certified Crop Adviser (CCA) or the ability to obtain one

**Physical Demands:**

- Ability to lift 50 pounds

**Salary:**

- Minimum salary is \$65,000, commensurate with education and experience
- AGVISE is an employee stock ownership plan (ESOP) that provides profit sharing in addition to base salary
- Employee benefits include health insurance, 401(k), sick leave, personal time, and vacation
- Company vehicle provided for work travel

**To apply**, please include the following information: cover letter addressing qualifications for the position, resume or curriculum vitae, names and email addresses of three references. Send application to [johntlee@polarcomm.com](mailto:johntlee@polarcomm.com).