



804 Hwy 15 W
PO Box 510
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(701) 587-6010
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Benson, MN 56215
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NORTHWOOD, ND – AGVISE LABORATORIES, AGRONOMIST/SOIL SCIENTIST

AGVISE Laboratories is seeking a full-time Agronomist or Soil Scientist to provide sales and technical support for the soil and plant analysis services provided by AGVISE Laboratories. This person will also 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 50 years' experience in soil testing and plant analysis 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 agronomy retailers. This position is based at AGVISE Laboratories in Northwood, ND.

Responsibilities include, but are not limited to:

- Provide sales and technical support on soil fertility and plant nutrition topics to clients (e.g., agricultural producers, crop consultants, agronomy retailers)
- Provide technical support for AGVISE web-based programs for delivering soil and plant analysis results to clients
- Work with AGVISE team members to coordinate clients' needs and requests
- Cultivate relationships with existing clients and new clients across the service region, requiring travel as necessary
- Develop and deliver educational programs on soil fertility and plant nutrition for meetings, workshops, and conferences attended by agricultural producers, crop consultants, and agronomy retailers
- Develop mass media materials on soil fertility and plant nutrition topics, including newsletters and emails; participate in radio and television programming, utilize social media, and interact with other media outlets
- 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
- Attend regional and national meetings in the discipline, representing AGVISE and the soil testing industry
- Provide service to the soil testing industry and professional societies in the discipline
- Travel up to 40% of the time (primarily day travel in the upper Midwest and northern Great Plains)



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Minimum Qualifications

- A Bachelor's degree in agronomy, soil science, or closely related field by time of hire
- Excellent oral and written communications skills for general and scientific 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
- Certified Crop Adviser (CCA) or the ability to obtain certification
- Valid driver's license
- Ability to travel internationally, including Canada (no entry restrictions)

Preferred Qualifications

- A Master's or PhD degree in agronomy or 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 agronomy retailers
- Experience in developing and delivering educational programs to others

Physical Demands

- Ability to lift 50 pounds

Salary and Benefits

- Starting salary is commensurate with education and experience
- AGVISE is an employee stock ownership plan (ESOP) and offers profit sharing in addition to base salary
- Employee benefits include health insurance, sick leave, personal time, vacation time, and access to employee assistance program (EAP)
- Company vehicle, computer, and mobile phone are provided for work travel and communications

To apply, please include the following information: cover letter addressing interest and qualifications for the position, resume or curriculum vitae, and names and email addresses of three references. Send application to John Breker (johnb@agvise.com).