

Monsanto values diversity and is an equal opportunity affirmative action employer.

Department: Sales

Title: **Local Field Advisor Associate**

Req Number: mons-00008962

Location(s): Various Locations US000

Responsibilities:

The Local Field Advisor (LFA) Associate position is an entry level career opportunity that will give you the experience necessary to move into a Local Field Advisor role within 9-12 months. This position will involve providing product and agronomic services/support to top growers in a territory. Training classes begin in either January or June each year. Upon successful completion of the development program and assessment evaluation, you will be eligible for a Local Field Advisor position. The Local Field Advisor is a key Monsanto representative working directly with growers and providing growers with services focusing on the seed/crop business. The Local Field Advisor Associate and LFA works in Monsanto's National Brands Channel (DEKALB, Asgrow, D&PL Cotton and Roundup).

This position reports to an Area Advisor Manager and is a member of a team of 6-12 Local Field Advisors (LFA).

Job Duties include:

LFA Associates will be placed with an Area Advisor Manager and assigned a trainer to learn the following.

- ' Effectively communicate technical fit and benefits of our commercial and pre-commercial germplasm & traits.
- ' Operate in close coordination with local seed dealers, Monsanto sales teams, and Monsanto Technology Development organization.
- ' Implement practical agronomic research that brings value to large farmers.
- ' Establish side-by-side trial plots with targeted farmers to collect & summarize performance data to optimize seed product recommendations.
- ' Assist in the placement of Market Development plots & germplasm (FACT) trials on large growers' farms.
- ' Develop and manage relationships with crop consultants, where influential.
- ' Make specific recommendations by Monsanto hybrid/variety and field.
- ' Work with local dealer of farmer's choice to facilitate placement of seed orders. Build long term relationships with large farmers (Monsanto users and non-users).
- ' Develop effective working relationships with retailers and seed only dealers.
- ' Collaborate with other Monsanto Local Field Advisors (LFA), Account Managers (AM), and Technology Development Representatives (TDR) to maximize services, information, and sales to preferred growers desiring extensive technical/agronomic expertise.

Required Skills:

Required and Desired Skills:

- ' Bachelors Degree in agronomy, soil science, agriculture, business, biology or related field.
- ' Past internship/work experiences in agronomy, crop scouting, plant breeding is a plus.
- ' Experience demonstrating self motivation, initiative, assertiveness, and results orientation is required.
- ' Ability to successfully work in a fast-paced changing environment.
- ' Previous experience successfully working in teams.
- ' Strong communication, interpersonal, and presentation skills.
- ' Desire for long term career advancement (i.e. Marketing, Product Management, Technology Development, Logistics, Training, Finance,)
- ' Basic computer skills are required (i.e. Microsoft Office, Microsoft Outlook).
- ' Willingness to travel and live/work in a rural environment is required. A company vehicle will be provided.
- ' Ability to pass a background check, substance abuse test, and driving record background check (i.e. moving violations, accidents, license suspension, etc.) is required
- ' If necessary, the ability to lift a minimum of 60 pounds (a bag of seed).

Certified Crop Advisor certification or ability to acquire (within 2 years of beginning employment) certification is required. Willingness to relocate is desired.