

Applied Technology Technician - Colfax, WA



Dedicated People Who Care.

The McGregor Company serves growers in Washington, Idaho and Oregon with the seed, crop inputs, equipment, services, research, and advice needed to raise healthy, sustainable crops.

The McGregor Company is committed to increasing the value of inputs and agronomic best-practices that we recommend to the grower. Applied Technology and the Applied Technology Technician's primary mission will be to provide Account Managers with actionable information to support them in the decision-making process with their growers. We believe that proving right by the grower will yield overall business growth.

Your job will be to assist our Account Managers in creating a consultative, analytics-driven, relationship with our growers by selling new and supporting existing precision ag hardware. You will be reporting to the Director of Applied Technology, and you will be working in support of our vision to assist our Account Managers in becoming well-versed in why analytics are so critically important for the success of our customers.

We recognize that we are nothing more, and nothing less than the service we provide to our internal people and ultimately our growers. We will, therefore, be dedicated to humbly executing our duties with passion for and reverence of the greater good.

Duties include but not limited to:

- Lead The McGregor Company in sales, configuring, quoting, setting up, and supporting for the Ag Leader and FarmTRX systems.
- Maintain the Ag Leader systems in The McGregor Company's Custom Tractor fleet. This will require being on-call when they are in the field to resolve and fix issues over the phone or in-person.
- Gain/maintain a knowledge of FarmTRX, AgLeader, Case, John Deere, Trimble, and Raven products and be able to facilitate training activities with AM's and customers on Prescription loading and extracting Yield data.
- This person will be expected to specialize in the precision product lines to support Account Managers and customers on the products.
- Actively participating in field activities as assigned, including combine calibration, data retrieval, Rx loading and soil sampling. Mechanical aptitude essential.
- Executing the daily activities of the Applied Technology Department per the direction of your supervisor
- Maintain interpersonal relationships with your teammates in the department and in other departments within TMC to move initiatives forward



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- Assess, maintain, and report on performance/success metrics per direction of supervisor
 - Improve iQ enrollment with growers.
 - Gain/maintain a knowledge of SMS, AgOS, HighQ, PCS, and Field Reveal programs and be able to bill for service and assist in the servicing of iQ customers.
 - Collaborate with team members to collect and analyze data.
 - You must be open to being mentored and gain expertise in following standard operating procedures and being accountable.
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- **Requirements/Skills:**
 - Set and meet sales goals
 - Experience with precision ag products
 - Follow established support procedures as defined by Ag Leader
 - Agronomy experience preferred but not required
 - Excellent organizational skills
 - An entrepreneurial mindset
 - Full time positions may include overtime hours and weekends during peak seasons
 - Excellent customer service skills
 - Dependable with a team-oriented focus
 - This is a Drug Free Workplace

Wage:

- \$65,000 - \$90,000 per year depending on experience

**Application available on the Careers page at www.mcgregor.com
To apply send completed employment application to hr@mcgregor.com**