

DEDICATED PEOPLE WHO CARE

ABOUT FARM FAMILIES
ABOUT THE ENVIRONMENT
ABOUT THE COMMUNITIES WE SERVE

509-397-4355
800.873.8666
www.mcgregor.com
PO Box 740
Colfax, WA 99111



Account Manager – Quincy, WA

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. Our Columbia River Team provides the highest standard of customer service and support that is indicative of dedicated people who care.

Main Duties:

- Work with Business Unit Manager to build qualified prospect list, annually. Plan and schedule quality sales calls to meet financial goals. Report on outcomes of sales calls regularly as required to by Business Unit Manager or when issues arise.
- Manage customer relationships including, but not limited to, agronomic services, support, credit. Introduce and implement new developments in field recordkeeping, yield monitors, new applications and options.
- Assist Service Managers when needed, create timely and accurate work orders defining scope of work, details of services, products, equipment, and all required billing information, maps and directions. Assist and work with service staff and operations manager when needed, including deliveries of products and equipment, customer service, maintaining clean and safe work environment, and running location in absence of Service Manager.
- Keep Business Unit Manager and team apprised of all customer and field changes that affect marketing decisions or customer relationships.
- Maintain professional appearance with required attire, manner, and behavior.

Other Functions and Occasional Requirements:

- Mentor and assist new employees, maintain good relationships with service teams, and be visible at office as requested.
- Provide technical support to customers; deliver equipment and supplies.
- Other assignments as requested

Qualifications:

- Suitable driving record, mechanical or agricultural aptitude, accountability. Successful business development or account manager track record. Dealer/Manager experience.

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Education: (Degrees, Certifications, Licenses, etc.)

- Requirements for CDL may vary by Business Unit. CDL driver's license with Tank & Hazmat endorsements (current or within an established time frame); must be Class B or above; Class A preferred.
- Certified Crop Adviser (current or within an established time frame)
- 2-4 year college degree in an agronomic related study is a plus
- Pesticide consultant license or state equivalent

Knowledge: (Competencies, Equipment, Systems)

- Agricultural equipment and products of our client base
- Equipment operation
- Basic understanding of fertilizer and agricultural chemicals, PNW growing seasons, crop systems, soil types, nutrient values.
- Ag technology equipment, computers and mapping technology

Work Experience: (Responsibility levels, industries, disciplines, positions)

- 2+ years of agricultural sales experience with equipment or products and services is preferred

Position Details:

- Full-time with additional hours during peak busy seasons
- Benefit package (medical, dental, vision, 401k, vacation, life insurance, + more)
- Drug Free Workplace

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