

Head Agronomist Kingsville/Leamington Area based

Royal Brinkman Canada Inc is a customer service focused company looking for an Agronomist to work the Kingsville/Leamington area. The successful candidate will lead our agronomy department and work with growers and account managers in our core horticultural markets – greenhouse fruit and veg, ornamentals, nursery, and mushrooms. If you would like to manage a dedicated team in a role that makes a strong companywide impact and adds value to our customers, this could be the job for you.

Responsibilities:

- Provide agronomic support to customers based on scouting, grow media, tissue, SAP, nutrient solution and water sample analysis.
- Lead the agronomy department of IPM and Agronomy technicians in the Guelph and Kingsville offices.
- Regular site visits and communication with customers to ensure best fertility and pest control options.
- With customer profitability in mind, develop comprehensive seasonal crop plans and Integrated Crop Management strategies with growers and account managers.
- The ability to develop and relay a strong understanding of products (fertility, crop protection and biologicals) including features and benefits as well as proper use and application timing.
- Work with sales on product positioning in the marketplace.
- Identify new opportunities in the market (pesticides, bios, strategies).
- Maintain relationships with current customers and develop relations with new customers and prospects.
- Work with sales and purchasing on forecasting product volumes.
- Keep team up to date on current production challenges and agronomic practices for core markets.

Qualifications and Experience:

- Post-secondary education or graduate degree in agriculture related discipline.
- 2-5 years of agronomy/horticulture experience preferably with some experience in Integrated Pest Management and fertility.
- A Certified Crop Adviser (CCA) or P. Ag designation an asset.
- Greenhouse or on farm experience a benefit particularly with fruit, vegetables or specialty crops.
- Complete proficiency with essential Microsoft products (Word, Excel, PowerPoint and Outlook).
- Excellent active listening, written and verbal communication skills.
- Strong time management and organizational skills.
- Understanding of current agronomic practice.
- Ability to work independently, make decisions, think critically and solve problems.
- Ability to motivate and lead team.

- Demonstrate professionalism, diplomacy, and good work ethic.
- Candidate needs to be courteous, professional, patient and an enthusiastic team player; self-motivated, with the ability to work independently with limited direct supervision.

Position Details:

- Permanent, Fulltime
- Salary: Competitive
- Only the selected candidates will receive a response.
- Willingness to work flexible hours as required.

Please submit your resume and cover letter to admin@royalbrinkman.com

