



Integrated Solutions Consultant

Position Specifics:

Department: Integrated Solutions
Reports to: Integrated Solutions Manager
Supervises: None

Purpose:

Provide consulting services, expertise, and training for the sale and support of solutions enabled by the John Deere Precision Ag strategy and other aligned technology and applications. Ensures ongoing Precision Ag mainstreaming and works with all dealership departments to sell and support precision farming products and services.

Responsibilities:

- Coordinates the execution of the dealership's John Deere Precision Ag strategy
- Develops and executes the plan to ensure ongoing Precision Ag mainstreaming across all departments at the dealership
- Assists in leading the organization in the area of John Deere precision farming products
- Ensures understanding of John Deere Precision Ag solutions in sales, service, parts, and all other departments
- Serves as the internal and external technical specialist for new precision farming products
- Services Precision Ag technologies and performs in-field setup and repairs on planting, spraying, and harvest equipment
 - Planting Equipment
 - Rate Controller / Fertilizer Setup and Installation
 - Performance Upgrade Kit Setup and Installation
 - Spraying Equipment
 - Rate Controller setup and installation
 - Performance Upgrade Kit setup and installation
 - Harvest Equipment
 - Yield calibration and verification
 - Yield data management
- Accounts for all time and all material used in performing assigned duties and maintains all customer information using the dealership's management tools
- Implements the adoption of new technology and product offerings
- Develops and delivers employee and customer training for John Deere Precision Ag solutions and advanced precision farming products
- Provides recommendations of stocking/inventory requirements for solutions enablement
Provides recommendations on ordering option codes in respect to new technology products
- Provides solutions-based business consulting services to customers (i.e. advising customers on optimizing performance, reducing costs, operation efficiencies, etc.)
- May also support the dealership efforts with third-party providers (Certified Crop Adviser, Ag Service Provider, etc.) and related John Deere businesses



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Experience, Education, Skills and Knowledge

- 1+ years experience in an agriculture-related role
- Dealership sales, service, training, or other related work experience preferred
- Proficient knowledge of electrical and wireless communication systems
- Ability to operate with a solutions approach and identify existing/emerging customer needs
- Ability to use standard desktop applications such as Microsoft Office and internet functions
- Solid organizational, interpersonal, analytical and communication skills
- Ability to work flexible hours and travel to store locations and customers
- Certified Crop Advisor certification or equivalent preferred
- Associates degree in Agronomy, Agriculture Business, or Agriculture Mechanization or equivalent experience required
- Bachelor's degree in Agronomy, Agriculture Business, or Agriculture Mechanization preferred

Location:

1819 Chiefs Way Wayne, NE 68787
(402)375-3325

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Send applications to our Winner Store location. 31341 U.S. Hwy 18 Winner, SD 57580 or email them to brandybiggins@grossenburg.com.