



# Vacancy

We are rooted in our people. Join our winning team.

## SALES REPRESENTATIVE: AGRONOMY

The successful incumbent will be based in the northern parts of Namibia

### PRINCIPAL ACCOUNTABILITIES:

- Actively drives sales on agronomy products (chemical, fertiliser, seeds, machinery & implements)
- Actively grows Agra's market share (volumes) in the agronomy market
- Manages, controls and reports agronomy debtors
- Ensures effective forecasting, ordering and management of agronomy stock investment (agro-chemical, fertiliser & seeds) in liaison with the respective buyers
- Ensures regular communication with customers
- Provides technical information and advice on agronomy products to customers, prospective clients and branch personnel
- Works together with other Agra departments to achieve cross-sales
- Travels to agronomy farms to conduct analyses and to provide customer advice
- Investigates alternative products and advises Agra's buying department
- Responsible for training on agronomy products to Agra staff members
- Identifies and develop target markets
- Assists farmers in the planning and monitoring of agricultural activities, and in the diagnosis and treatment of problems (e.g. nutrient disorders in plants; weed & plant disease management)
- Finds ways to improve the quality and value of crop production
- Builds strong and sustainable relationships with suppliers through continuous interaction and negotiations
- Develops pro-active and efficient support and communication structures for the flow of technical information to clients operating in the agronomic and horticulture industries
- Establishes Agra as an indispensable partner in the development of a sustainable agricultural sector with specific reference to the Green Scheme

- Develops strategies and action plans to steadily increase Agra's market share in the supply of seed, fertilizers, agro-chemicals and related products to the agricultural sector
- Planning and management of logistics and procurement

### QUALIFICATIONS & ATTRIBUTES:

- Namibian citizenship
- Grade 12 certificate with formal training in agronomy or horticulture
- A degree or postgraduate qualification in agronomy or horticulture will be a distinct advantage
  - A broad knowledge of crops, pastures, plant biology, soil types, chemistry and climates
- Sufficient knowledge of agricultural and horticultural chemicals, pests and diseases
- Computer literacy (Microsoft Office package with specific regard to Excel; Enterprise Resource Planning)
- Proficiency in English and Afrikaans (written and spoken)
- A valid driver's licence

### HOW TO APPLY:

Prospective candidates should send an application letter, CV and supporting documents to:

#### AGRA Corporate Office, Human Resources Office

8 Bessemer Street, Southern Industrial, Windhoek

**Fax:** 061 290 9207

**Email:** [humanresources@agra.com.na](mailto:humanresources@agra.com.na)

**Agra Ltd. is an equal opportunity employer and suitably qualified Namibian citizens from designated groups as defined in the Namibian Affirmative Action Act (1998), are encouraged to apply.**

