

Trainee Agronomist

Job reference: 002157

Closing date: 22/12/2023

Hours Per Week: 40

Job Description

We are looking for a Trainee Agronomist to join the Frontier team, based in Chelmsford, Essex on a full-time permanent basis.

You will play a key role in facilitating our business on farm by building outstanding customer relationships, providing a comprehensive advisory service, and maximising crop production for the farmer while increasing sales for the business.

For the right candidate, full training will be provided.

The Benefits

- Competitive salary
- Opportunities for a mixture of home and site working (to be agreed with Line Manager)
- 25 days holiday per calendar year with option to purchase 5 more days
- Dedicated Learning & Development team to support you and your career
- Employee Assistance Program providing 24 hours support & advice in areas such as health and wellbeing for yourself, your family & friends (up to 5 people in total)
- Increased Maternity, Paternity & Adoption leave benefits for eligible employees
- Life Assurance scheme and pension plan with employer contributions of up to 7%
- Cycle to Work Scheme, employee retail discount scheme and free eye test vouchers

About You

- We are looking for candidates who are already working as an Agronomist or someone who has a good understanding of the agricultural sector; experience of working in farm management or a similar field would be highly desirable
- FACTS and BASIS qualifications (while not essential) would be a great advantage
- A strong desire to develop a career in Agronomy
- Strong commercial acumen and awareness with previous success dealing with farmers (while not essential) would be a great advantage
- Ability to build outstanding professional relationships with customers and colleagues
- Excellent interpersonal and communication skills (written and verbal)
- A high level of initiative with strong planning and organisational skills
- Good attention to detail

- Good working knowledge of Microsoft including Excel and Word
- The personal ambition, tenacity and resilience to succeed in a sales role

Your Role

As a Trainee Agronomist your role will involve:

- Providing an integrated and comprehensive service on all aspects of Crop Production for our customers, including Crop Nutrition and Crop Protection advice, and guidance on current agricultural legislation
- Having knowledge of end markets and be able to provide advice on the most appropriate management strategy for these end markets
- Working collaboratively with stakeholders and other teams to fulfil customer orders and ensuring excellent customer service
- Building a comprehensive knowledge of Frontier's products and services in order to achieve the best commercial, quality and relationship outcomes for customers and the company
- Crop walking regularly; establishing a strong relationship with the customer and understanding their on-going needs
- Building strong relationships with the Trials teams and Technical Support Team, supporting initiatives and developing own product and customer knowledge
- Building relationships with experienced commercial managers, building commercial understanding alongside technical knowledge
- Liaising closely with colleagues to identify opportunities with new customers and develop relationships with existing customers, supporting a joint working approach
- Understanding environmental factors and schemes and be able to work with customers to manage these at farm level
- Successful management of customer relationships
- Working with the Local Regional Sales Manager to create and achieve a business plan for the designated area
- Actively engaging in prospecting customers for Frontier

About Us

Frontier is a successful and growing business. We are the largest crop production and grain marketing company in the UK, with over 1,000 employees and a turnover of more than £1.5 billion.

With a vision to be the first-choice employer in UK agriculture, we are committed to delivering a culture where people are at the heart of our success.

Award winning for our commitment to people, we have been recognised by Great Place to Work institute since 2012 and we are proud to be ranked by them in the top 30 UK best large places to work.

Our business approach is underpinned by our core values – Integrity, Customer focus and Expertise – or 'ICE'. These values support our whole philosophy and way of working and we are always looking

to attract talented individuals with either industry knowledge or specialist skills that will help us deliver consistently to these values.

Commitment to Diversity and Inclusion

We have a clear commitment to equality of opportunity and diversity encouraging fairness and equality of treatment for all. As such we encourage applications from all backgrounds.

We recognise the value of a workforce in which people from diverse backgrounds are encouraged to introduce fresh ideas and contribute to the business goals.

We are committed to providing a diverse and inclusive environment with inclusive employment policies, such as progressive flexible working and parental policies.