



PRAIRIELAND FS, INC
JOB DESCRIPTION

LOCATION: Paloma, Illinois

DATE: 08.2018

JOB TITLE: Custom Applicator

STATUS: Non-Exempt

PURPOSE AND SUMMARY STATEMENT

Under the direction of Location Manager/Crop Sales Specialist, delivers products, communicates sales leads, custom applies fertilizers, crop protection products or ag lime, inspects fields, takes soil samples, and maintains or repairs equipment as needed.

ESSENTIAL JOB FUNCTIONS

Delivers products to customers according to company standards and to increase potential sales. Communicates sales leads to their supervisor.

Blends products according to recommended rates and procedures.

Applies crop production inputs to fields and growing crops according to recommended rates, procedures, and following all pesticide labels.

Records application data according to regulations and standards. Provide electronic and/or paper copies of "as applied" data in a timely manner.

Maintain and repair company facilities and rolling stock as required.

Responsible for the inventory control and turns in application records on a daily basis. Assures all product is accounted for with either an invoice or delivery ticket

Walks through fields, following standard sampling patterns, and examines plants at periodic intervals to detect presence of weeds, insects or disease.

Counts the number of weeds, the insects on examined plants, or the number of diseased plants within the sample area. Records and reports results of counts. Collects samples of the unidentifiable weeds, insects or diseased plants for identification by the Crop Specialist.

Collects soil samples using proper procedures. Records soil sample information for proper identification and analysis.

Sets up material handling, blending, storage, transport and application equipment for blending and delivery of products. Repairs and rebuilds equipment as needed.

OTHER JOB FUNCTIONS

Responsible for maintaining company equipment and facilities according to company standards, adheres to the company Uniform Policy, and maintains the appropriate professional image.

May serve on the location Safety Committee and adheres to the company environmental health and safety policies and training.

Performs other duties as assigned.

REQUIREMENTS

Education and Experience

Normally requires previous applicator or related experience and/or training to demonstrate the ability to delivery product, custom apply fertilizers, crop protection products, inspect fields, take soil samples, and do minor equipment maintenance.

Functional Competencies

Proven professional communication and customer service skills and the ability to comprehend simple instructions and communicate one-on-one and in small groups with customers and other employees.

Demonstrated time management and basic math skills including the ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals along with the ability to compute rate, ratio, and percent and to draw and interpret bar graphs.

Proven ability to work independently and in a team-oriented environment.

Understanding of basic computer skills as they relate to the custom application business.

Core Competencies

Demonstrated core competencies including business knowledge, collaboration, communication, customer focus, decision making and skill development.

Other Requirements

Must have or have the ability to obtain a CDL with proper endorsements and commercial applicator's license.

Ability to perform pre and post trip inspections, perform minor equipment maintenance and repair, and lift 70 lbs.

Ability to work hours other than those considered normal to meet seasonal demands.

Occasionally exposed or required to work in extreme weather conditions (hot, cold, wet, etc.), noisy conditions, working conditions may include dust, fumes, chemicals, and electrical hazards, requiring utilization of appropriate safety measures. May be required to work at varying heights.

PrairieLand FS, Inc strives to provide a Total Rewards package that delivers exceptional pay for exceptional performance, recognizes your dedication to our mission and helps us attract and retain the highest caliber of talent. The cornerstone of our benefits package is the company paid, defined benefit pension plan along with health and disability insurance, employer matched 401k plan, and other voluntary group benefit programs.

We are an equal opportunity employer.