

AMS Consultant



Department: Sales
Reports to: Sales Manager
Supervises: None

Salary Grade:
FLSA Status: Exempt
Effective Date: October 2011

Purpose:

Provides agronomic solutions and support for the sale and use of John Deere Agriculture Management Solutions (AMS) equipment. Works with all dealership departments to sell and support precision farming products to producers in their trade area. Consistently exhibits MidWest Machinery Company's core values of Commitment, Passion, Progressiveness, Integrity, and Value Delivery.

Responsibilities:

- Provides leadership across the organization for the sale of Precision Farming Products offered through John Deere
- Understands and executes agriculture Management Solutions (AMS) Marketing Plan
- Develops and delivers employee training for AMS products
- Manages the adoption of new technology and product offerings
- Manages dealership inventory processes for AMS products, customer follow-up processes, and customer satisfaction issues related to product line.
- Provides support for advanced customer training (including desktop software products) offered through John Deere
- Identifies and leads training opportunities for customer education programs involving AMS and host product solutions
- Serves as the internal and external dealership technical specialist relative to the entire AMS product line
- Maintains dealership vehicle and other equipment as assigned
- Interacts in a positive and respectful manner with customers and fellow employees
- Performs additional duties as assigned

Experience, Education, Skills and Knowledge:

- 1+ years experience in an agriculture-related role
- Basic understanding of electrical and wireless communication systems
- Knowledge of database software and computer application systems
- Ability to work flexible hours
- Ability to use standard desktop load applications such as Microsoft Office and internet functions
- Ability to speak and write effectively one-on-one and within a group

- Ability to take highly technical information and explain it in understandable terms to a diverse audience
- Associates degree (Bachelors preferred) in Agronomy, Agriculture Business, or Agriculture Mechanization or equivalent experience
- Valid driver's license and insurable driving record

Physical and Mental Requirements:

- Frequent bending and stooping
- Ability to lift up to 40 lbs.
- Occasional work outdoors in extreme heat or cold, rain or snow
- Occasional work on ladders
- Problem –solving capabilities