

Position: Field Operations Manager

JOB DESCRIPTION: A Field Operations Manager assists in implementing operational and personnel strategies as well as provide necessary customer service to assigned accounts.

JOB REQUIREMENTS

JOB RESPONSIBILITIES

OPERATIONS:

- Strong ability to organize work load in the most efficient and cost effective manner...
 - Manages personal soil sampling responsibilities daily, while overseeing other soil sampling personnel assigned to Field Operations Manager

- Strong communication skills while managing work time between soil sampling and customer service/sales to...
 - Build strong relationships with key customers who are working with growers.
 - Communicate customers' needs to Regional Manager and follow up with those needs being met in a timely manner.
 - Educate and support customers with any operational technology or tool created to increase timeliness, efficiency: Easier for customers=Less Problems.
 - Help monitor services performed to ensure quality sampling every time by every employee.

- Strong equipment knowledge with ability to solve problems...
 - Help monitor equipment checks for preventative maintenance and quality performance impacting customers' services in terms of, timeliness, efficiency and quality.

- Very accomplished in safety practices, modeling safety standards at all times...
 - Assists is performing continuous attention to safety.
 - Informs customers of safety practices that ensures quality service and protects their property i.e. fire shovels on ATVs

SALES & MARKETING:

- Strong initiative to learn MISS services with strong presentation skills...
 - Helps provide education and sales support to customers' agronomy-sales teams.
 - Helps ensure we are competitive with our services.
 - Assists in looking for opportunities to increase sales.

- Outstanding customer service with self-initiative to learn agronomy & more about the customers they are managing...
 - Follows service-sales protocol.

PERSONNEL:

- Leadership skills...
 - Will assist in the hiring process of seasonal personnel
 - Will assist in training personnel on proper SoilView practices and safety procedures.

- Strong ability to build good relationships using proper communication channels...
 - Communicates to Regional Manager any employee issues impacting customers they are servicing. Helps ensure the legal & proper handling of any employee matter they encounter.