Integrated Solutions Consultant

Position Specifics:

Department: Integrated Solutions
Reports to: Integrated Solutions Manager
Supervises: None

Purpose:
Provide consulting services, expertise, and training for the sale and support of solutions enabled by the John Deere FarmSight™ strategy and other aligned technology and applications. Ensures ongoing AMS mainstreaming and works with all dealership departments to sell and support precision farming products and services.

Responsibilities:

- Coordinates the execution of the dealership’s John Deere FarmSight™ strategy (Machine Optimization, Logistics Optimization, and Ag Decision Support)
- Develops and executes the plan to ensure ongoing AMS mainstreaming across all departments at the dealership
- Assists in leading the organization in the area of John Deere precision farming products
- Ensures understanding of John Deere FarmSight™ solutions and precision farming products in sales, service, parts, and all other departments
- Serves as the internal and external technical specialist for all precision farming products
- Implements the adoption of new technology and product offerings
- Develops and delivers employee and customer training for John Deere FarmSight™ solutions and advanced precision farming products
- Provides recommendations of stocking/inventory requirements for solutions enablement
- Provides recommendations on ordering option codes
- Provides solutions-based business consulting services to customers (i.e. advising customers on optimizing performance, reducing costs, operation efficiencies, etc.)
- May also support the dealership efforts with third-party providers (Certified Crop Advisor, Ag Service Provider, etc.) and related John Deere businesses

Experience, Education, Skills and Knowledge:

- 1+ years experience in an agriculture-related role
- Dealership sales, service, training, or other related work experience preferred
- Proficient knowledge of electrical and wireless communication systems
- Ability to operate with a solutions approach and identify existing/emerging customer needs
- Ability to use standard desktop applications such as Microsoft Office and internet functions
- Solid organizational, interpersonal, analytical and communication skills
- Ability to work flexible hours and travel to store locations and customers
- Certified Crop Advisor certification or equivalent preferred
- Associates degree in Agronomy, Agriculture Business, or Agriculture Mechanization or equivalent experience required
- Bachelors Degree in Agronomy, Agriculture Business, or Agriculture Mechanization preferred