

TJ-53 PLANT MANAGER: Over 20 years increasing responsibility in food grade milling. Extensive background in AIB, ISO, GMP, HACCP. Strengths include development and execution of plant budgets, methods and controls of production, packaging, food and personnel safety and sanitation. Demonstrated ability to perform as team member, leader and mentor. BA. IA, MO, IL, IN, AR, KS. \$95,000+ **Call Tammy Jensen at 888-876-2051.**

JM-54: ANIMAL HEALTH SALES: Territory sales of animal health products to distributors, farm dealers and large farms. Experienced in probiotic AH products, colostrum for food animal and companion animals. US. \$60,000+. **Call Judy Meyer at 800-394-6638.**

JM-55 ANIMAL HEALTH SALES: Marketing and distribution of AH products, ranging from pharmaceuticals, biological, implants, insecticides, sanitizing agents, poultry equipment, etc. Developed existing accounts, identified and established new accounts. Southeast. \$open. **Call Judy Meyer at 800-394-6638.**

JM-56 BEEF SPECIALIST: Heavily involved in cattle industry for 7 years in college and in production. Known for providing high quality, safe products. Has strong following for answers to livestock questions in nutrition and herd health. Effectively solves problems and works with variety of people throughout US. IA, WI, IL, ND, SD. \$50,000+. **Call Judy Meyer at 800-394-6638.**

JM-57 QA TECH: Over 10 years in quality technical work. Designed and implemented data collection screens for SPC system, administered document control software for over 350 documents, created and executed standard operating procedures. Facilitated completion of over 20 product registrations. IA, WI, FL. \$75,000. **Contact Judy Meyer at 800-394-6638.**

JM-58 FEED MILL MGR: Six years of mill operations. Coordinated orders to accommodate customers and warehouse. Routine maintenance of equipment. Records of batch sequence and medication usage. AS degree. IA, NE, KS, OK. \$75,000. **Call Judy Meyer at 800-394-6638.**

agriCAREERS, INC.®
PO Box 140
Massena, IA 50853

return service requested

Opt. Endorsement Line
Full Name
Company
Alternate 1 Address
Delivery Address
City St ZIP+4

I t e l l i g e n t M a i l b a c k e

agriCAREERS, INC.® with offices in New Hampton & Massena, IA

PRSR STD
U.S. POSTAGE
PAID
Des Moines IA
Permit No. 4271

Sack and Pa Vis
Sequence Number

MISCELLANEOUS

TJ-59 MARKETING: 20 years as client, agency rep and editor. Responsibilities include developing copy for advertising, PR and sales materials. Developed marketing and strategic plans, cultivated sales from marketing perspective. Clients include ag associations, seed companies and ag publications. BS. Midwest. \$85,000+. **Contact Tammy Jensen at 888-876-2051.**

SE-60 RESEARCH: Proficient with concepts, practices and procedures in biology, plant pathology, genetics and biochemistry. Owned and operated biotechnology R & D lab, conducting molecular diagnostics for veterinarians

and producers. Well versed in scheduling, QC, inventory management, forecasting, unit costs analysis, etc. PhD in progress. \$40,000+. **Contact Stacie Euken at 877-226-0148.**

JM-61 AG WEB DEVELOPMENT: Data migration from old to new website with search optimization keywording. Edited and published daily newsletters and wrote individual news stories for websites. Constructed "How to" help files on posting stories for new website. Midwest. \$38,000 - \$40,000. **Call Judy Meyer at 800-394-6638.**

JM-62 CONTROLLER: Finance leadership with 20 years providing guidance in strategic planning, implementation of corporate initiatives, focused on profitability, expense control. Daily operations, month end closings, financial statements, capital and expense appropriations, payables, payroll. Midwest. \$55,000. **Call Judy Meyer at 800-394-6638.**

JM-63 POULTRY MGR: 8 years broiler farm manager background. BS Ag Bus, AS in Electronic Engineering Tech. \$80,000. **Contact Judy Meyer at 800-394-6638.**

www.agricareersinc.com

agriCAREERS, INC.®

PERSONNEL SPECIALISTS SINCE 1968

www.agricareersinc.com
Massena, IA 50853
712-779-3300
New Hampton, IA 50659
641-394-3146

Massena: stacie@agricareersinc.com
tammy@agricareersinc.com

New Hampton: judybruening@iowatelecom.net
agrijudym@hotmail.com

AG BUSINESS NEWSLETTER

Volume 121

SALES

TJ-1 TERRITORY SALES: Outstanding track record in sales. Exceeds sales goals, offers strong business acumen and decision making skills; budget-driven producer. Experience in ag equipment and in medical industry. "Fantastic. Immediately had impact. Work ethic is amazing. Drive and common sense." BS in Ag Econ. IN. \$90,000+. **Call Tammy Jensen at 888-876-2051.**

TJ-2 SALES: Real Estate and seed sales experience. Hired to bring stability to a seed district experiencing numerous challenges and difficulties. Developed and coached dealer resulting in tripling sales. Supervisor says, "Hiring him was a good decision. Not afraid to drive in a driveway and hear the word no." BS. IA. \$65,000. **Call Tammy Jensen at 888-876-2051.**

SE-3 SALES AND MARKETING: Customer service, retail sales and inventory management systems experience. "A leader, but team minded." Eager to learn. BS in Marketing and Environmental Studies. Midwest. \$40,000 to \$50,000. **Contact Stacie Euken at 877-226-0148.**

TJ-4 SALES: Variety of sales experience...equipment, finance and chemical industry. Enjoys cold calling; likes the challenge of building territories. BS. KS/CO. \$65,000+. **Contact Tammy Jensen at 888-876-2051.**

TJ-5 PRODUCT MGR: Sourcing, production, registration, development and marketing. Trained sales reps on products, including positioning, pricing, programs, competitive products, market segments and market conditions. MS. Prefers IN, IL, OH. \$95,000+. **Call Tammy Jensen at 888-876-2051.**

AGRONOMY/SEED

JM-6 SALES/MARKETING MGR: "Runs the winning team." Experience managing staff of 10 salespeople and many sales trainees in the ag community consisting of 100 mile territory. Accountable for their performances. Provided growers in each territory with agronomic services and supplies. IA/MN. \$60,000-\$80,000. **Contact Judy Meyer at 800-394-6638.**

JM-7 PLANT MANAGER: "Problem solver that can work with deadline." CCA since 1997. Team player with attention to detail. Self-motivated, punctual, there every day for work. Class B drivers license, hazmat and tanker endorsement. Program selling of targeted accounts. IA. \$52,000. **Call Judy Meyer at 800-394-6638.**

JB-8 RESEARCH: Over three years related to trial and inventory management. Experienced with research equipment. Ensured research sites were safely maintained and operating efficiently. Trained and supervised seasonal employees. Crop scouting and application experience. BS Plant Science. IA. \$40,000. **Call Judy Bruening at 800-903-5760.**

JB-9 OPERATIONS: Coop experience driving semi and hauling grain, feed and fertilizer between locations, along with light equipment maintenance. CDL License. IA. \$35,000+. **Call Judy Bruening at 800-903-5760.**

SE-10 AGRONOMIST: Ten years of agronomic research and sales experience, providing products, services and information to growers. Proficient in plot coordination and field experiments. Skilled in training DSM's and field staff to improve their agronomic knowledge.

Practiced in preparing manure management plans to insure environmental compliance. BS Agronomy & Seed Science. CCA. IA. \$55,000+. **Contact Stacie Euken at 877-226-0148.**

TJ-11 OPERATIONS MANAGER/LOGISTICS: Hired to grow business and gain efficiencies to achieve profitability. Duties included budgeting, sales, personnel management, purchasing, logistics, safety. "His people skills shine through. Plans the work and executes the plan." NE. \$75-80,000. **Contact Tammy Jensen at 888-876-2051.**

SE-12 SEED PRODUCTION: In 3 years went from learning the ropes to supervising seed quality department. Grower interaction through contracting, field scouting, bin inspection and harvest. Past experience in sales, support and marketing. CDL. BS Ag Systems—Production Specialization. IL. \$40,000. **Contact Stacie Euken at 877-226-0148.**

JM-13 SALES: Over 10 years in agricultural education with degree in Agricultural Business/Economics with strong business sense. Looking for sales in agronomy and training for sales. WI. \$45,000. **Contact Judy Meyer at 800-394-6638.**

JM-14 SALES: Over 20 years of sales, operations and agricultural management with leadership experience while maintaining top sales performer status. Experienced with Apex 3.2 mapping/software, 2630 JD Monitors for JD sprayers, combines, planters and Auto Star. Extensive experience with Raven and Ag Leader monitors and equipment. IA. \$55,000+. **Contact Judy Meyer at 800-394-6638.**

www.agricareersinc.com

No fee unless you hire a candidate referred by agriCAREERS, INC.®

JB-15 SOILS/GPS: Preparing soil samples for testing and running those tests as well as biological technician working with soil monitoring and downloading GPS information. ArcView GIS and mapping programs. BS Soil Mgmt & GIS minor. \$40,000+. **Call Judy Bruening at 800-903-5760.**

SE-16 TERRITORY SALES: Seven years of extensive horticulture sales. Vendor and distributor experience. Proven success acquiring new grower and retail accounts and increasing sales revenue. Loves to cold call. "His 'let's get it done' attitude and personality is refreshing in this day and age of underachievers." BS Ag. Midwest. \$55,000+. **Contact Stacie Euken at 877-226-0148.**

SE-17 SEED SALES/MANAGEMENT: 25 successful years of sales and management in seed and cooperative settings. Working knowledge of mapping and GIS database systems. Reference says, "Dynamic individual. A lot of strengths in managing people. Aggressive." IA/MN. \$90,000+. **Call Stacie Euken at 877-226-0148.**

JM-18 FIELD SERVICE MANAGER: Four years in field service management. Coordinated contracting of seed production acres, allocated and distributed seed stock, performed internal audits for ISO to meet standards. IA/IL. \$45,000. **Contact Judy Meyer at 800-394-6638.**

JM-19 MANAGER/SALES: Over 15 years in agronomy and ag sales. Background of bringing in new business. Strong advisor and crop production specialist. IA. \$55,000. **Contact Judy Meyer at 800-394-6638.**

JB-20 SEED SALES: One year under his belt in seed. Currently introducing new programs to customers. Also operated seed treatment system. Needs to relocate. IA. \$40,000. **Call Judy Bruening at 800-903-5760.**

JB-21 TRAINEE: For last six years working in government in ag field, but interested in agronomy trainee position. Knowledge in both crops and livestock. BS Animal Science. MN, WI, IA, MI. \$40,000. **Contact Judy Bruening at 800-903-5760.**

TJ-22 OPERATIONS MGR: Managed staff of 25. Effective team builder. "Very good leadership skills. Great personality. Highly recommend." Responsible for day-to-day operations, inventory, employee management, fertilizer and chemical application on turf side. BS Agronomy. IL/IA. \$55,000+. **Call Tammy Jensen at 888-876-2051.**

TJ-23 SEED PLANT MANAGER: Extensive experience in planning, problem solving and leading operations of large seed production facility. Change agent managing double digit growth. Skilled in Team Building and Training, Strategic Planning, LEAN Methodology, Cost Accountability, Resource Utilization and Cost Containment. IN, OH, CO. \$100,000+. **Call Tammy Jensen at 888-876-2051.**

SE-24 SEED DSM: Successful driving seed sales and increasing profits of customer base. Excellent skills in communication & relationship building. A wealth of seed product knowledge. IA, NE. \$55,000+. **Contact Stacie Euken at 877-226-0148.**

SE-25 TRAINEE: Recent college grad with BS in Ag Business and minor in Ag Engineering Technology. Crew leader with experience in agronomy sales, fertilizer and chemical application, tissue sampling and general farm labor. IA, MO, WI. \$35,000. **Contact Stacie Euken at 877-226-0148.**

SE-26 SALES AGRONOMIST: Extensive knowledge of pest management and cotton industry. Experienced in sales and marketing. Outstanding presentation skills with ability to develop and implement effective training programs. MS in Agriculture, BS Plant Pathology/Weed Science. South Central US. \$70K+. **Call Stacie Euken at 877-226-0148.**

JM-27 LOCATION MANAGER: Career in agronomy and grain. Currently location manager for coop; has doubled agronomy product sales in two years. Supervises 12. History of increasing total dollar sales. MN, IA. \$65,000. **Contact Judy Meyer at 800-394-6638.**

JM-28 SALES/OPERATIONS: Several agronomy internships in coops. Extensive customer service experience

dealing with variety of clients and vendors. Self motivated and able to work with minimal direct supervision. Seeks career offering opportunities to learn new skills and advancement. IA, MN, NE. \$38,000. **Contact Judy Meyer at 800-394-6638.**

SE-29 LOCATION MANAGER: Over 20 years in sales and management. Worked with seed, fertilizer, chemicals, feed and grain. Skilled in hiring, training and developing team. Proven experience as location manager overseeing daily operations of coop. Developed marketing strategies for grain and livestock producers. BS. IA. IA. \$60,000. **Contact Stacie Euken at 877-226-0148.**

SE-30 TRAINEE: Wants to put ag degree to use! Experience in distribution & warehouse operations including inbound/outbound processes, inventory control. Skilled forklift operator. Crop production background. Farmed four years after college. BS in Ag Science. Midwest. \$30,000+. **Call Stacie Euken at 877-226-0148.**

SE-31 SALES TRAINEE: Utility operator at ethanol plant and farmer. Practice in all aspects of crop production. Knowledgeable in grain sales, input decisions and purchasing. Previous experience in equipment sales, parts department and maintenance. Class A CDL with tanker endorsement. Registered pesticide technician. BS Ag Systems Mgmt. \$50,000+. IN. **Contact Stacie Euken at 877-266-0148.**

SE-32 FIELD SALES MANAGER: Over 15 years success ag sales and business development experience. Customer service focus and account management skills. Record of expanding market share, improving distribution and revenue. Embraces advanced technology. CCA. BS. IA/NE. \$70,000. **Contact Stacie Euken at 877-226-0148.**

SE-33 TERRITORY SALES: Nearly 20 years in ag sales. Practiced in maintaining inventory, marketing agronomy, seed, feed and livestock equipment. "Puts together sales plan, sticks to it and reaches goals." Midwest. \$40,000+. **Call Stacie Euken at 877-226-0148.**

SE-34 RESEARCH/AGRONOMIST: Wealth of experience in research. Five years as director and agronomist for soil and feed lab. Managed personnel, performed chemical analysis, data reporting, etc. Promoted sales and marketing to increase soil and feed analysis business. BS Agronomy, MS Plant Physiology and PhD Plant Breeding. Midwest. \$60-75,000. **Call Stacie Euken at 877-226-0148.**

JB-35 SALES: Customer satisfaction is this candidate's top priority!! Works in agronomy sales/scouting for coop. Checks plant health, weed and insect pressures. BS Agronomy. MN, IA. \$45,000+. **Contact Judy Bruening at 800-903-5760.**

JB-36 SALES: Currently working in agronomy sales and scouting. Makes recommendations to clients. Has had internships in seed sales and in research for entomology department. BS in Ag. MN. \$48,000+. **Call Judy Bruening at 800-903-5760.**

EQUIPMENT/IMPLEMENT

TJ-37 SALES: Developed and implemented strategies to build brand awareness. Spearheaded strategic plans to grow customer base and maintain 60% growth during past 5 years. Familiar with ag implements and construction equipment. BS. OK, will travel extensively. \$65,000+. **Contact Tammy Jensen at 888-876-2051.**

JM-38 AG TECH: Several years working with and operating large JD equipment and performing daily maintenance of machinery. Working as ag tech for repair shop. MN, IA, WI. \$35,000+. **Call Judy Meyer at 800-394-6638.**

JM-39 GPS SALES/TECH SUPPORT: Five years in sales and tech support for GPS providing phone support for dealers and customers. Trade show experience. Ten years sales and small engine mechanic experience. MN, IA, SD. \$50,000. **Contact Judy Meyer at 800-394-6638.**

JM-40 PARTS: Over 5 years in parts counter sales. JD System. Southeast US. \$35,000. **Contact Judy Meyer at 800-394-6638.**

JM-41 PARTS MANAGER: Strong in inventory control by processing vendor warranties, returns and obsolescence while maintaining acceptable turn ratios and margins. Purchased \$2M in parts annually. Collaborated parts files and ordered parts for four-store complex. Proficient in Dubuque Data Systems, Challenger, reports for Case/IH and Navistar dealership. Upper Midwest. \$55,000+. **Contact Judy Meyer at 800-394-6638.**

JM-42 PARTS: 20 years managing retail ag parts department to achieve growth and increase profitability. Duties include parts department sales, personnel management, inventory control, labor cost management and maintaining good vendor relations. Encouraged culture of cooperation striving to earn customer loyalty. Some service management experience. IA, MN, NE, WI. \$50,000. **Contact Judy Meyer at 800-394-6638.**

FEED & GRAIN

JM-43 SWINE CONSULTANT/SALES: Over 20 years with excellent sales as swine consultant for major company. Responsibility has been outside sales, directing sales force of 5 and dealer network of 25 while building new accounts. Dairy feed experience. IA. \$60,000. **Contact Judy Meyer at 800-394-6638.**

TJ-44 FEED MILL MANAGER: Over 20 years in feed production. Started working in plant, advanced to QC supervisor, plant supervisor and plant manager. Experienced in purchasing, production, packaging and maintenance. Excellent knowledge of FDA, ISO, OSHA, QS, GMP. Supervised up to 22 employees. Midwest. \$60,000+. **Contact Tammy Jensen at 888-876-2051.**

JM-45 BEEF SPECIALIST: Over 10 years beef experience. Covered several states for beef industry in sales (animal health products and procurement). Exceeded company goals of calls by the week; efforts resulted in large increase. IA, MN, WI, IL. \$48,000 plus comm. **Call Judy Meyer at 800-394-6638.**

JM-46 GRAIN MGR: "Outstanding grain manager." Over 10 years in grain management. Currently 12 direct reports. IA, MN, ND. \$90,000+. **Call Judy Meyer at 800-394-6638.**

JM-47 GM/GRAIN DIVISION MGR: "One of the best managers around!" Proven background in leadership and direction for full service coop with \$60M in sales. Record fiscal year during his tenure. As grain department manager responsible for 11 offices, 8 additional leased sites. Duties included staffing, merchandising and overall profit of \$80M operation. Midwest. \$open. **Contact Judy Meyer at 800-394-6638.**

JM-48 GRAIN MERCHANDISER: "Team player with excellent customer skills, resourceful, innovative and detail oriented," states reference. Main responsibility working with farming community; quoting grain prices and making grain purchases and sales. ND, IA, SD, MN. \$55-60,000. **Contact Judy Meyer at 800-394-6638.**

JM-49 NATIONAL SALES MGR: Team leader for 8 territory sales managers, 2 product managers and warehouse employees located throughout North America for grain equipment company. Experience managing 4-state, 300 dealer network. \$90,000+. **Call Judy Meyer at 800-394-6638.**

JM-50 ETHANOL PLANT MGR/ENGINEER: Worked with startup company in design, construction and management of plant (operations, maintenance, quality/lab, grains receiving, DDG/WDGS shipping/loading and ethanol loading). Managed day-to-day operation. Chemical Engineering, MBA. Ethanol Technologies School. \$open. **Contact Judy Meyer at 800-394-6638.**

JM-51 MAINTENANCE LEAD: "Leader of the crew to get job done." Four years in processing plant maintenance. Supervision of maintenance crew, responsible for setting up and prioritizing daily tasks, Enforcement of safety rules, HAZOP training, ordering parts and materials for mechanics of plant. IA, MN. \$50,000. **Contact Judy Meyer at 800-394-6638.**

JM-52 COMMODITIES: Accountable for all aspects of risk management, procurement and sales for elevators as well as overseeing marketing of ethanol and DDG's production. Management of "net margin" enhancing risk policy and procedures, inventory management. \$93,000. **Call Judy Meyer at 800-394-6638.**