

Writing a Conservation Agronomist Job Description: Considerations and Recommendations

Key Responsibilities:

- Provide technical assistance to farmers transitioning to climate-smart agricultural practices (e.g., cover crops, reduced tillage, precision nutrient management, and other regenerative farming practices) by providing technical and agronomic expertise.
- Provide sales support for products and services required to implement regenerative farming practices (e.g., cover crops, strip-till, precision nitrogen management, etc.).
- Provide farmers with education about the availability of public and private conservation funding programs.
- Develop and deploy targeted outreach efforts to encourage climate-smart practice adoption.
- Plan and execute educational opportunities, like field days and workshops, highlighting climate-smart practices and considerations.
- Provide education and outreach to historically underserved farmers.
- Develop peer networks to facilitate farmer-to-farmer learning opportunities.
- Train ag retailer staff on climate-smart practice opportunities and revenue streams.
- Attend Truterra events: Conservation Connections, Partners in Excellence, summer field day.
- Attend Advanced Soil Health Training and WFU Professional Agronomy Training events.

Education and Experience:

- Two or four-year degree in agronomy, ag business, environmental science, water resources, or related field
- Minimum three years of experience working in ag retail, ag consulting, soil and water conservation, watershed management, or related field
- Experience providing agronomic or conservation consultation to growers
- Deep understanding of climate-smart agricultural practices like cover crops, reduced tillage, and precision nutrient management
- First-hand experience with farm equipment and ag technology platforms

Competencies and Skills

- Self-starting, goal-driven with a proven ability to achieve results through self and others
- Demonstrated project planning and management acumen
- Demonstrated customer focus
- Ability to understand, translate, and align internal and customer business dynamics and strategies
- Strong analytical skills with the ability to understand and process data, and develop recommendations and action plans
- Excellent written and verbal communication skills

Other Considerations

- Travel requirements: 2-3 weeks per year for regional training and events, plus regular travel within territory