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Ag RECRUITING

Growing your Team

Agriculture Quote

"Agriculture not only gives riches to a nation, but the only riches she can call her own"

-Samuel Johnson

Featured Ag Opportunity: Territory Sales Manager

Our client, a very solid and profitable regional manufacturing company, is growing and they are looking to add to their organization, located in Western North Dakota, a strong Territory Sales Manager. This company is known for their quality products and their strong marketing ability.

If you like the idea of having the ability to work from your home office and make your own schedule, we have the opportunity for you! The company offers a competitive base salary of \$55k+ depending on experience, along with bonus potential in which you could receive up to 50% base. This position will receive an excellent full benefits package including health, dental, vision, 401k, and retirement. In addition to the competitive benefits package you will receive a take-home company vehicle, cell phone and laptop.

This safe and welcoming community is located near a vast amount of recreational opportunities including swimming pools, golfing, hunting, fishing, horseback riding, and snowmobiling. This area offers low housing costs and a variety of schools for all ages. Within this area, there are a number of events and activities for the whole family to participate in.

Within this position, you will cover the appointed multi-million dollar territory, and continue to maintain the company's image. There may be some travel within a diverse territory, as you will work with current and new customers, while building professional relationships and upholding customer records within the company's system. On a continual basis you will be responsible for the recommendation and alteration of the company's product line. You will also put together and maintain a business preparation to develop sales and possibilities within the area.

The ideal candidate would have a Bachelor's Degree in an Agricultural field, with 2 years experience in the agriculture industry; experience in ag product sales and CCA certified is a plus. The candidate should possess strong agronomic knowledge of North Dakota crops and should have excellent written and oral communication skills, with a drive for sales. The individual should be able to work independently and have strong customer relationship skills.

Contact Adam Myers today (605) 428-6153 or email a confidential copy of your resume to adam@ercjobs.com!

***If you like this opportunity but would like to discuss a different location contact Adam as he is aware of similar opportunities throughout the Midwest.**



For all your hard work you do,
wishing you a relaxing
Labor Day!
You Deserve It.



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Spray better with a new mobile app

At certain points in the crop season, an idled sprayer can be a nightmare.

That's just what can happen when you mix some combinations of herbicides, fungicides or insecticides in the wrong order. And, when it's go-time, having a sprayer idled for even a few hours while the operator cleans out clogged lines or nozzles can have a big-time price tag.

Preventing just that type of situation was the original goal in mind for the developers behind Mix Tank, a new application for iPhones, iPods and iPads released by Waukegan, Illinois-based Precision Laboratories.

The application pulls from a database of more than 700 chemical products from 17 companies, says Precision Laboratories marketing specialist Daniel Ori. They're broken down by category: Herbicides, fungicides, insecticides, adjuvants and foliar nutrition. When opening the application, the user can select up to 4 of the first 3 categories, 3 adjuvants and 2 foliar nutrition products.

Then, once all the products being applied have been selected, the user can see the specific order for mixing, thereby avoiding the reactions that can follow when chemicals are mixed in the wrong order, which can result in crystallized or solidified liquids that can cause sprayer system blockages, breakdowns and valuable time lost in the field.

"The purpose is to eliminate costly mixing errors and provide the right mixing orders," says Precision Laboratories marketing specialist Daniel Ori. "It reduces compatibility problems; a decrease lost spraying time and eliminates cross-contamination problems."

An added piece of the application is a sharing function. It allows the application user to share -- via e-mail, Facebook, Twitter among other means -- the chemical mixing order. This could enable a farmer or farm manager to send that mixing order electronically to the sprayer operator if the app can't be used in the field, Ori says.

Caldwell, J. (2011) *Spray better with new mobile app*. Retrieved from http://www.agriculture.com/products-classifieds/product-news/agriculture-technology/software/spray-better-with-new-mobile-app_405-ar15061



Recent Job Postings

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Windom, MN area
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Tips to Ensure Success in the Hiring Process

Adam Myers



There is no fool proof method in ensuring a good hire, however there are steps that can be to increase your odds.

- Keep an open line of communication with everyone that is involved in the process.
- In our industry most of the people presented are recruited candidates so selling the opportunity and company during an interview will make the acceptance that much easier during the offer stage.
- Know in advance what you are looking for before you even start the search process. It's very difficult to identify that perfect candidate if ultimately in the end you are not really sure just yet what that person looks like.
- Interview character over skill set, you can always train someone to learn your industry or the tasks of the position. Changing ones' personality or drive is unheard of!
- Streamline your process as much as possible while ensuring that all of the key aspects remain intact.
- Call our team here at ERC!!!



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Five qualities that stand out in an ideal candidate

Wade Adler



1. Agricultural Education
2. Farming Background
3. Solid work history (no job hopping)
4. Experience
5. People Person

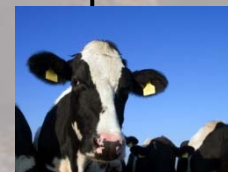


"Don't worry, the first 30 years of farming are the hardest."

© T. McCracken mchumor.com

AG FUN FACT

A dairy cow consumes 35 gallons of water, 20 pounds of grain and concentrated feed and 35 pounds of hay or silage (a mixture of corn and grass) in just one day.



Our Ag Team



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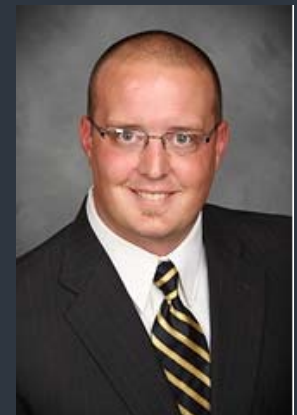
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