



NEW WEST GENETICS

Job Description

New West Genetics is a growing Fort Collins company improving the genetics and enabling the scalability of the hemp industry. Our team of scientists has over 100 years of experience in science and agriculture, and our leadership team is highly experienced in both start-ups and corporate operations. New West Genetics has conducted data-based research and development on hemp genetics since 2014, with the mission to provide expanded opportunities to US farmers by creating stable, market-valued, premium varieties.

Position: Agronomist

New West Genetics' Agronomist is experienced, positive, proactive, detailed, and organized. This person, in collaboration with the Sales team and Chief Technology Officer, implements and executes the New West Genetics commercial production program. The position is responsible for all field processes and post-harvest logistics as it applies to the commercial pipeline. This person operates with a problem-solving perspective, take initiative, as well as responsibility for results.

Primary Roles and Responsibilities:

- Support Sales and Operations in sales calls, webinars and 1 on 1 conversations with farmer customers and prospects.
- Coordinate field processes (planting, weed management, etc.) to support company's pre commercial and commercial goals.
- Support NWG R&D program by collecting, curating, and maintaining accurate field phenotypic data.
- Collaborate with commercial producers to utilize NWG's best agronomic practices.
- Visit customers during the growing season to ensure success.
- Work closely with NWG contract production growers setting production expectations, providing support throughout the season, and working closely with them at harvest and post-harvest handling and cleaning
- Work and manage relationships with local processors to set expectations on handling NWG seed.
- Work in coordination with sales staff to maintain data on products and create customer product samples as needed.
- Oversee cleaning/conditioning of commercial seed and maintain detailed inventory.
- Prep and submit samples to analytical partners for flower, seed, and soil.
- Troubleshoot, maintain, and modify as needed field and production equipment to continually improve processes and efficiency.



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- Coordinate with pipeline partners for storage, contra season production, and shipping.
- In collaboration with the R&D Plant Production Supervisor, coordinate seasonal field staff to achieve company R&D as well as production goals.
- Complete frequent field visits to assess field and company needs.
- Seasonal travel (up to 50%) inside and outside of Colorado to effectively manage seed production and customer support.
- Communicate to management additional staffing, product, or equipment needs.
- Manage supplies to ensure availability, maintain and submit expense reports.
- Attend regular meetings with management to ensure consistent communication and that priorities are being met.
- Submit a monthly report on activities completed and a brief plan for following month to managers on 2nd of each new month.

About You:

- Minimum Bachelors in Agronomy or related degree in Agriculture field (or equivalent years of experience).
- 2+ years of experience working in seed or crop production.
- 2+ years of experience in seed and/or agronomy sales.
- Contacts and experience working within grain/ seed, logistics pipeline.
- 2 + years of experience supervising a team.
- 2+ years of experience working with commercial growers.
- Working knowledge of production equipment use, repair and maintenance.
- Demonstrated ability to modify (welding, etc.) equipment as necessary to optimize production and trials.
- Fluent with Data organization.
- Fluent with MS products: Word, Excel, PowerPoint.
- Able to handle multiple tasks, prioritize, and follow through.
- Open to personal and professional growth and development.
- Must love dogs.
- Valid Driver's License- Class A Commercial Driver's License required by June 1, 2022.
- Able to lift up to 50 lbs.



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Compensation & Benefits

- Depending on experience: entry ~\$60,000/year with potential for sales bonus.
- Health/Dental
- Unlimited time off
- Matching 401K

How to Apply

This is a great opportunity for the right candidate to learn and grow with us. Pay is commensurate with experience. Candidates can submit a resume and cover letter on newwestgenetics.com/careers or on indeed.com (Search for New West Genetics).