

Technical Services Account Manager

Job Opening with Innovative Ag Services – San Joaquin Valley, CA



Technical Services Account Manager Summary:

The Technical Services Account Manager is responsible for maintaining long-term, trusting, and profitable relationships with agricultural, industrial, and municipal clients. This individual will provide technical field services and regulatory compliance assistance. Under the supervision of the Technical Services Manager, the Technical Services Account Manager will work with existing and new IAS clients to deliver Risk Management as well as Monitoring and Reporting services. Approximately 70% of work will be performed in the field, while the remainder will be performed in the office.

The Technical Services Account Manager is entrusted with a great deal of responsibility, as our clients demand professional representation and consultation on the agronomic and environmental issues facing their operation. We are looking for someone who provides great customer service to all our clients and the ability to build strong relationships with those we serve.

Responsibilities

- Maintain strong client relationships and provide account maintenance
- Ensure timely and successful project or service delivery to clients
- Lead point of contact for all customer account management matters
- Develop technical knowledge of risk management and compliance requirements for each project and/or service
- Perform dairy and crop collateral inspections and budget reviews
- Perform facility monitoring inspections and complete resulting Technical Service Reports
- Track and forecast account services and revenue
- Coordinate and track various project tasks with internal team members and external labs or registered professionals
- Develop Standard Operating Procedures and document templates for technical services
- Regularly communicate client and project updates to management
- Develop new business with existing clients and identify new opportunities for growth or improvement
- Attend industry/agency meetings and pursue professional development opportunities
- Liaise with regulatory agency leadership and staff regarding client projects and agency developments

Qualifications

Minimum Qualifications:

- Bachelor of Science Degree in Agriculture or Business
- Excellent organizational and time management skills
- Strong communication and relationship skills
- Public speaking and presentation experience
- 5-years of professional experience in Agricultural, Environmental, or related industry

Preferred Additional Qualifications:

- Leadership skills and experience
- 10-years related experience
- Desire and ability for department growth and development

Compensation:

Salary will be determined by candidate's skill and experience level and highly competitive with industry standards. Benefits package includes full employee medical health coverage, life insurance, paid time off, and employer match 401(k) contribution.

About Innovative Ag Services

Innovative Ag Services, LLC (IAS) is based in the heart of the San Joaquin Valley in Hanford, California. We provide the highest value of professional services to the agriculture industry with uncompromising integrity. IAS was founded in 2007 by agriculture professionals with a combined experience over 55 years. We have long-term successful experience providing environmental consulting services to producers across the agriculture spectrum.

Each professional at Innovative Ag Services, LLC provides specific talents and skills that assist the variety of needs in the industry. There is strength in numbers, and each professional at Innovative Ag Services, LLC works together to meet the diverse demands of the industry.

How to Apply:

Please email your resume and cover letter detailing your qualifications, background, and experience to mbaldiviez@innovativeag.net