



Quality Implement Co.



Integrated Solutions Manager

Job Purpose

- Lead integrated solutions development and implementation for the entire organization including the execution of our Precision Farming Strategy. Work closely with internal and external resources to identify customer and market needs in order to develop comprehensive services and solutions to address those needs.

Job Responsibilities

- Develops the strategic direction in the development, execution, and delivery of Integrated Solutions including Precision Farming services
- Provides leadership across the organization for precision farming products
- Partners with service, parts, and sales management in the development and execution of services and solutions to identify and address customer needs
- Identifies and secures elements required for delivering solutions, and manages the relationship with third party providers (Agronomist, Ag Service Provider, etc.) and related John Deere businesses
- Sets goals and identifies precision farming products for complete integration of precision farming in all areas of our business
- Manages the adoption of new technology and product offerings
- Identifies the scope, direction, and business model for offering consulting services or partnering with those that do
- Develops and contributes integrated solutions elements of the dealership strategy, marketing, and employee/customer training plans
- Manages the dealership alignment with new model qualification certification requirements.
- Ensures that stocking/inventory requirements for solutions enablement are met and act as a liaison with inventory managers as needed
- May provide solutions-based business consulting services to customers (i.e. advising customers on optimizing performance, reducing costs, operation efficiencies, etc.)
- Manage RTK network and product offerings such as Field Connect, soil sampling, field border mapping, and prescription implementation of variable rates
- Develop and deliver customer and employee training
- Maintain John Deere Phase 3 certification with ongoing work towards achieving Phase 4
- Work towards and oversee the transition from AMS specialists to sales staff selling components, setting up components, and service techs repairing machines and components

Job Requirements

- Ability to operate with a solutions approach and identify existing/emerging customer needs
- Ability to think strategically
- Demonstrates leadership, organizational, management, interpersonal, analytical and communication skills
- Ability to work flexible hours and travel to store locations and customers
- Certified Crop Advisor certification required, but can be obtained while employed
- Be willing to live in a centralized area of Quality Implement's large agriculture area

Send Resume or Letter of Interest to JeffS@QualityImplement.com

Abilene, TX 3526 S. Treadaway Blvd. Abilene, Texas 79602 (325) 692-2255	Brady, TX 800 San Angelo Hwy. Brady, TX 76825 (325) 597-2952	Burkburnett, TX 2112 S. Red River EXPY Burkburnett, TX 76354 (940) 569-1483	Coleman, TX 511 Santa Anna Ave. Coleman, TX 76384 (325) 625-2126	Munday, TX 10576 Hwy 277 South Munday, TX 76371 (940) 422-4534	Rotan, TX 309 S. Cleveland Rotan, TX 79546 (325) 735-2252	Seymour, TX 19677 US Hwy 82 East Seymour, TX 76380 (940) 888-3104	Stamford, TX 6469 S. Hwy 277 Stamford, TX 79553 (325) 773-2788	Frederick, OK 401 S. 10th Street Frederick, OK 73542 (580) 335-5541
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