**Robert J Hermsen**

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Belle Plaine, Iowa 52208

319-327-0905

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**Objective:**

To use my experience in Sales and Management in Agriculture to help a company be profitable and create an environment for co-workers and myself to enjoy and be successful.

**Accomplishments:**

* Winner of several sales awards in the Growmark system
* 1995-2010 Certified Crop Advisor (CCA)
* Attended Dale Carnegie course in Effective Speaking
* Attained Growmark Certified Crop Specialist level

Class A CDL, Hazard, Tank, Trailer endorsements

Commercial Pesticide Applicator License- Herbicide, Insecticide, Fungicide

**Work Experience:**

**Location Manager, Tama Benton Coop,** Clutier, IA **2012-Present**

* Oversee daily operation of grain facility, feed department, and agronomy facility
* Build and maintain customer relationships, reassuring them that the coop is looking out for their best interests
* Aided in rebuilding of facility and testing all new construction and operations
* Prospecting for new accounts.

**Hydroseeding Foreman, Belle Plaine Nursery,** Belle Plaine, IA **2010-2012**

* Oversee Hydro-seeding operation
* Various projects

**District Sales Manager, Wyffels Hybrids,** Geneseo, IL **2007-2010**

* Covered sales for Region 35 in NE Iowa, including Linn, Delaware, Buchanan, and Clayton Counties
* Worked with dealers and direct accounts for sales
* Set up show plots then helped with harvesting for yield results
* Recruited 2 new dealers and had a 600 unit increase in 2009.

**Agronomist, Growmark,** various locations **1990-2007**

* Sales of seed, chemicals, fertilizer, and services
* Responsible for collections, prospecting, scouting, and trouble-shooting crop problems
* Awarded status of Winners Circle two times for seed sales

**Sales and Applicator, Breda Fertilizer,** Breda, IA **1987-1990**

* Agronomy sales and custom application
* Sales of bins, seed, and feed

**Sales and Applicator/ Plant Manager/ Senior Plant Supervisor, Van Diest Supply,** Webster City, IA **1979-1987**

* Sales of crop inputs and custom application
* Promotion to Plant Manager and Senior Plant Supervisor in the Formulation Division

**Assistant Seed Plant Manager and Crop Scout, Ottilie Seed Farms**, Marshalltown, IA **1977-1979**

* Scouted oat and soybean fields throughout the growing season
* Planted and signed plots across the state of Iowa
* Received incoming seed, graded, set up seed cleaner
* Helped package warehouse and load seed shipment, oversaw cleanout process between varieties

**Education:**

**Ellsworth Community College,** Iowa Falls, IA

Degree in Ag-Business, Applied Science 3.75 GPA

**References:**

**Mel Campbell**, Past Manager at Tama Benton Coop

(319) 929-5443

**Jamie Vessely, Agronomy Dept. Manager. Tama** Benton Coop, Dysart, Iowa

(319)-830-0148