Marcus Ostrander

Field Sales Agronomist

Field Sales Agronomist with 6 years in wheat, sorghum and corn agronomy across north-central Kansas. Combine field scouting, soil fertility planning and variable rate prescriptions with territory sales, growing a book of 70 growers to $5.2M in annual input sales.

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Salina, KS

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Experience

Field Sales Agronomist

02/2023 - Present

Smoky Hill Agronomy Partners — Salina, KS

Regional agronomy retailer with 4 locations and a custom application fleet.

- Grow territory sales from $3.6M to **$5.2M** across 70 growers and 110,000 acres in Saline and Ottawa counties.
- Lead field scouting on wheat and sorghum, writing in-season recommendations for 45 growers within 48 hours.
- Create variable rate prescriptions for seeding and fertility on 38,000 acres, raising average wheat yields 4 bushels.
- Present at 8 winter grower meetings a year on soil fertility and crop protection, each drawing 40+ growers.

Agronomy Assistant and Custom Applicator

05/2020 - 01/2023

Saline County Grain and Supply — Salina, KS

Grain elevator and farm supply store with agronomy and application services.

- Applied fertilizer and crop protection products on 30,000 acres per season with zero drift complaints.
- Collected soil samples and entered results into the CRM so agronomists could quote fertility programs.
- Conducted sprayer calibration checks before each season, keeping rate errors under 2% on audited loads.
- Supported 3 sales agronomists with field checks, catching wheat stem rust on 12 fields before heading.

Certificates

Certified Crop Adviser (CCA)

01/2023

American Society of Agronomy

Kansas Commercial Pesticide Applicator

06/2020

Kansas Department of Agriculture

Skills

- Field Scouting
- Soil Fertility
- Variable Rate Prescriptions
- Crop Protection
- Territory Sales
- Wheat and Sorghum Agronomy
- Sprayer Calibration
- Grower Meetings
- CRM
- Problem Solving

Education

Bachelor of Science

05/2020

Kansas State University

Manhattan, KS

Agronomy