

Research Agronomist

About the job

Company Overview:

Insignum AgTech develops new crop traits out of plant DNA that enable plants to signal to farmers about potential stresses such as disease, insect pests, or low fertility. Utilizing plants' natural pigments, our technology helps farmers optimize crop production by using in-season management strategies exactly when, precisely where, and only if necessary. Insignum is poised to commercialize our first product in our platform, a corn gene that turns plants purple before disease symptoms can be seen. Future products include traits that use other natural colors, like red or blue, to signal for other stresses, like insect attack or low fertility in multiple crop species. These solutions are simple to adopt, easy to see, and ready to make a scalable impact.

Position Overview:

We are seeking a motivated and knowledgeable Research Agronomist to join our team in Indiana. Reporting to the Director of Commercial Operations, this key role will involve planning and organizing field trials with collaborators and early adopters, collecting and analyzing field data, creating educational materials to communicate trial results to farmers and agronomists, and supporting our marketing and sales efforts. Additionally, you'll collaborate with our scientific team on product development during the off-season. If you're proactive, enjoy hands-on work, and thrive on building relationships with customers, we encourage you to apply.

Key Responsibilities:

Plan and Execute Field Trials:

Support the design and manage field trials with collaborators, ensuring proper field design, seed preparation, detailed crop analysis, spraying and general field monitoring. This includes working closely with internal and external parties.

Data Collection and Analysis:

Collect, analyze, and interpret field data from trials, providing insights and recommendations to improve systems. This will be done both by in-field, visual, in-season analysis as well as remote data collection via drone operation and image collection. Additional analysis of proximal and remote imagery is critical as well as the ability to work with external subject matter experts in the digital space in a team first fashion. Communicate these findings clearly to both technical and non-technical stakeholders.

Collaborate on Product Development:

Support product development in greenhouse and lab settings; managing plant growth, collecting samples, and supporting greenhouse experiments.

At Insignum's early stage, every employee handles varied roles and responsibilities. These responsibilities are not all-inclusive and will change over time. The team comes together to accomplish our goals.

How:

- You are **action oriented**. You have a proactive mindset that drives you to take initiative, solve problems on the spot, and act quickly when opportunities or challenges arise.
- You have **curiosity**. You display a strong desire to learn, exploring new farming techniques, using new tools. You're not afraid to get out of your comfort zone and adapt to challenges quickly. You can quickly learn about new crops or new plant stresses, applying your skills to deliver solutions.
- Your **strong work ethic** drives your desire to see the job through, willing to put in the time needed to ensure success. You are comfortable spending whole days in the field when necessary. You can work independently and have willingness to collaborate within a team, across scientific and sales staff.
- An **outgoing personality** gives you a natural ability to connect with people, listen to their needs, and develop lasting relationships with customers and collaborators.
- The position will be in-person in Atlanta, IN, with travel to field sites as necessary.

Key Qualifications:

- **Education:** At least a Bachelor's degree in Agronomy, Agricultural Science, Soil Science, Plant Pathology, or a related field.
- **Experience:** Minimum of 3-5 years of experience in agronomy, field research, data analysis, and proven track record in agricultural sales.
- **Licenses:** Drone operator's license (FAA Part 107 Remote Pilot Certificate) and Pesticide Applicators license preferred.
- **Communication:** Excellent verbal and written communication skills, with the ability to clearly explain complex agronomic concepts to both technical and non-technical audiences.
- **Problem Solving:** Strong analytical and problem-solving abilities, with a proactive and solution-oriented approach to challenges.
- **Collaboration:** Ability to work effectively with cross-functional teams, including scientific staff, marketing, and sales teams.
- **Customer-Focused:** Strong interpersonal skills with a focus on building relationships with farmers, agronomists, and industry professionals.
- **Travel Flexibility:** Willingness to travel regularly to field sites, customer locations, and industry events.

Compensation:

- Base salary \$55,000 – 70,000 depending on experience.
- Company equity
- Health Reimbursement Arrangement

Equal Employee Opportunity: At Insignum, we value bringing diverse thinkers and individuals to our team. We do not discriminate on the basis of race, color, religion, national origin, age, sex (including pregnancy), physical or mental disability, medical condition, sexual orientation, marital status, protected veteran status, or any other legally protected characteristic.