

Sales Support Specialist

Technical Agriculture Support | Irrigation | Equipment | Field Operations

At a Glance

Location: Florida Region (Based near Palmetto, FL)

Travel: Regional travel required

Work Environment: Field-based, hands-on technical support

TriEst Ag Group, Inc. is an expanding market leader in soil solutions; including soil fumigation, irrigation, fertilizer, grafted plants, and equipment. We are currently seeking a hands-on and mechanically inclined Sales Support Specialist to support customers and sales operations throughout our Florida region.

This role is ideal for someone who enjoys troubleshooting equipment, working directly with growers and applicators, solving technical problems, and staying active in the field. No two days are the same, and the right candidate will enjoy a mix of technical support, equipment setup, customer interaction, and agricultural field operations.

Key responsibilities

Technical Sales & Customer Support

- Provide hands-on technical support for customers, sales representatives, distributors, and applicators
- Assist with product trials, field research, and application support
- Help troubleshoot equipment and resolve technical issues in the field
- Support logistics, scheduling, and coordination of product applications
- Develop product, agronomic, and market knowledge in fumigants, irrigation, fertilizer, grafted plants, and application equipment

Fumigation Equipment & Field Operations

- Plumb all types of fumigation application equipment
- Troubleshoot and first point of contact for technical support
- Calibrate various application metering devices; including orifice plates/pressure, king flow meters, and Raven systems
- Drive and operate fumigation rigs as needed
- Pesticide Applicator's License required within 6 Months of hire for applicable states

Irrigation Equipment Installation and Support

- Perform automation, electrical, mechanical, and plumbing on irrigation and fertilizer injection equipment; including but not limited to high voltage electrical systems and diesel-powered systems

- Assist with installation, troubleshooting, and maintenance of irrigation and fertilizer injection equipment
- Support networking, remote system management, and radio control systems
- Calibrate application and metering equipment

Shared Responsibilities

- Maintain company equipment
- Prepare and maintain parts requisitions, time records, and other required reports and forms
- Attend company meetings, trade shows, field days, and other events as required

Our ideal candidate will have the following skills:

- Strong mechanical aptitude and troubleshooting ability
- Comfortable working outdoors and traveling throughout the region
- Ability to work independently while supporting a team environment
- Strong communication and customer service skills
- Interest in agriculture, irrigation systems, equipment, or technical field support
- Ability to learn new systems, equipment, and technology quickly

Required Qualifications

- At least 23 years of age
- Able to pass a pre-employment physical and drug screen
- High school diploma or equivalent (GED)
- Valid driver's license
- Positive and proactive in supporting team goals
- Strong attention to detail, organization, and time management skills
- Excellent interpersonal and strong communication skills
- Must be able to be part of a team both in working relationships and communications
- Ability to follow written and verbal instructions
- Dependable with a strong work ethic
- Ability to travel

Preferred Qualifications

- Degree in an agriculture-related field
- Agriculture, irrigation, electrical, plumbing, mechanical, or equipment experience
- Experience with pumps, fertilizer injection systems, or irrigation equipment
- Experience troubleshooting technical equipment in the field
- Familiarity with Raven systems, automation, or remote monitoring systems
- Familiarity with Microsoft Office (Word, Excel, PowerPoint, Outlook)
- CDL or equipment operation experience is a plus

Benefits:

- Competitive pay
- 401(k) matching
- Yearly bonus
- Dental insurance
- Health insurance
- Vision insurance
- Short Term Disability
- Long Term Disability
- Life insurance
- Paid time off
- Parental leave
- Flexible spending account
- Health savings account

TriEst Ag Group, Inc. is committed to providing equal employment opportunities without regard to race, color, religion, national origin, marital status, political affiliation, age, disability, veteran status, or sexual orientation, in accordance with federal, state and local law.

The logo for TriEst Ag Group features a stylized 'T' composed of two yellow triangles pointing downwards. Below this graphic, the text 'TriEst' is written in a large, bold, light green font, with a 'TM' trademark symbol to its upper right. Underneath 'TriEst', the words 'Ag Group' are written in a similar large, bold, light green font.

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