



360 RAIN Project Manager & Business Development

Location: Minster, OH (serving western & southern Ohio)

Position Type: Full-time, office, and field (approximately 50–60% travel)

Reports To: Manager

Role Summary

As a 360 RAIN Project Manager, you will act as the main point of contact for clients, ensuring satisfaction while identifying opportunities for additional services. You will lead full-cycle deployment of autonomous irrigation systems—from consulting and site evaluation through installation, training, and ongoing support. Your mission: deliver technically robust, compliant, and customer-focused projects that drive sustainable farm results.

Key Responsibilities

Project Planning & Execution & Sales

- Oversee sales leads and participate in proposal development and contract negotiations
- Collaborate with leadership to identify and pursue new business opportunities
- Manage end-to-end project delivery: consultation, site assessment, system installation, commissioning
- Develop and manage project plans with clear schedules, budgets, resources, and risk controls
- Coordinate field crews, dealerships, contractors, and vendors to meet milestones and quality standards

Technical Oversight

- Supervise installation of 360 RAIN systems, including diesel-electric drives, 3,000-ft hoses, GPS guidance, water-source hookups (200–250 GPM), and cellular/RTK integration
- Oversee integration of optional components such as nutrient/manure injection skids
- Ensure system calibration, test runs, and functionality verification during commissioning

Client Engagement & Training

- Act as primary client liaison from the initial point of interest, through the sales process and into project deployment, maintaining clear, consistent communication
- Lead training sessions for farm team on system operations, troubleshooting, and maintenance

- Maintain ongoing client relationships to monitor performance and explore system expansions

Documentation & Compliance

- Keep detailed logs: plans, SOPs, system specs, compliance records, and performance metrics
- Ensure adherence to local, state, and federal irrigation and equipment regulations
- Prepare post-project reports and recommend continuous improvement

Required Qualifications

Professional Skills

- Strong communication and interpersonal skills to work effectively with growers, engineers, and regulators
- Analytical mindset with strong problem-solving capabilities
- Customer-service focused with an emphasis on quality and satisfaction

Preferred Qualifications

- Experience in variable-rate tech implementation
- Knowledge of ag water/nutrient regulation and compliance
- Background with autonomous ag equipment or robotics
- Experience in sales and project management preferred
- Highly organized, self-motivated, efficient, and accountable for results

Work Environment

- Mix of office-based planning and extensive travel to farm sites across Ohio
- Flexibility to work extended hours during peak seasons and for urgent customer needs
- Physical field work across all weather conditions and hands-on site activity required

Compensation & Benefits

- Pay based on work experience and work ethic
- Salaried Position
- Raises offered based on performance and time spent within the company

Benefits

- Retirement Plan with Company Match
- Health Insurance Stipend (if applicable)

Company Culture

- Direct Communication from the owner
- Customer Focused business, Service is Everything
- Flexible and understanding of family events or emergencies

About Precision Agri Services Inc

Precision Agri Services Inc. (PASI) provides the best agronomic, environmental, ag technology, planter services, and planter products to farmers & agribusinesses in Ohio. We've been the preferred supplier of ag systems, agronomy supplies, planters, fertilizer equipment, agricultural equipment technology, and general farm equipment since 1994.

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