

**Timothy A. Yingst**  
**109 E Elnora St.**  
**Odon, IN 47562**  
**812.871.5254**  
**timinstagro@yahoo.com**

**WORK EXPERIENCE:**

**BRODBECK SEEDS -**

**Previously PFISTER HYBRID CORN CO.**

2002-Present

District sales manager

I am responsible for order placement and payment. I make deliveries and perform in field service – working with planting thru harvesting. I provide troubleshooting and support. Currently supporting over 100 customers with revenue of \$2 million, with a estimated growth of fifteen percent each year. Growth to date has been 300 units of corn to over 7500, 0 to 7500 units of soybeans. I have participated in numerous training courses to address current event issues of production of crops and livestock

**TYE DYE Inc.**            Owner/President  
Odon, IN

2004-present

Certified Crop Advisor / Technical Service Provider/Consultant of Horse Operations  
Trained in the ability to perform embryo transfer, AI, feeding, fitting, showing, training and shoeing of horses.

I am an Agriculture consultant, with an emphasis on nutrient applications and herbicide. Focusing on Environmental Quality Incentives Program (EQIP), in cooperation with the Natural Resources Conservation Service (NRCS). Development of Nutrient management and pest management plans as a third party vendor – for companies that do not have enough staff with the working knowledge to address the education and plan writing - for NRCS. International experience in diagnosing production issues.

**CROP PRODUCTION SERVICE, INC**

1994-2001

Scottsburg, Indiana ~ Retail Agricultural Sales

Oversaw sales of seed, fertilizer and chemicals for agricultural use. Dealt with all sales representatives, including scheduled visits and customer liaison. Conducted sales reports, provided information, and input about all agricultural products. Provided ongoing training to employees and consultation with customers. Oversaw seed test plots, scouted fields and problem solved. Developed and implemented a Crop Scouting Program.

**PURDUE COOPERATIVE EXTENSION SERVICE**

1989 - 1994

Indiana ~ Agricultural Extension Agent

Implemented all Agricultural programming, provided Pesticide Applicators Training. Successfully completed a Pesticide Program for a newly colonized Amish community in 1992, educated clients on Federal Crop Insurance, Workers Protection Standards, College committees, SE Indiana Ratite Assoc. and assisted Video Bull sales.

**NORTHWESTERN – OKLAHOMA STATE UNIVERSITY**

1986-1989

Alva, Oklahoma ~ Animal Science Instructor / Farm Manager

Instructed entire Junior College Animal Science curriculum, academic counselor and scheduling advisor for all students in area of agriculture studies. I also managed the college farm of six hundred (600) acres. Duties also included purchasing, sales, and daily management of purebred herds.

**EDUCATION**

Oklahoma State University:

Bachelors of Science in Animal Science

Masters of Science in Agriculture

2004 Real Estate Salesperson &amp; Broker

1991 Indiana Association of Expert Swine Judges

Colby Community College, Equine Reproduction School – Hays, KS

Category 1A Pesticide License

**JOB RELATED SKILLS:**

Communicator, Problem Solving, Coordinating between Suppliers and end users, Ability to establish dialogue between different cultures, Microsoft Word, Excel, PowerPoint, MS Outlook, Internet

**JOB RELATED CERTIFICATES AND LICENSES:**

2012 Indiana Auctioneer Association – license current

2010 IMPACT – How to Speak Your Way To Success – Tero International, Inc

Technical Service Provider - NRCS

2009-2010 Certified Crop Advisor – Indiana / The American Society of Agronomy

2005 comprehensive Nutrient Management Planning

Pesticide dealer registration – retail sales license

Indiana Realtor Sales person – license current

Commercial Drivers License – Class “B” Haz-mat

**JOB RELATED HONORS, AWARDS, MEMBERSHIPS:**

2012 Brodbeck Special Recognition Award (mentoring)

2011 Pfister Seeds LLC Transition Retention Bonus Program

2009 Mentoring Award –Pfister

2009, 2008, 2007 New Customer Award – Pfister

2008 Traits at 85% or Above Award – Pfister

2008, 2007 Leadership Award – Pfister

2007 Sales Increase Award , Trait % , – Pfister

Recipient of Environmental Assurance Award Dupont – 2002

Wheat Sales Award – 2002 - Greatest Number of Units improvement, achieved zero inventory loss

2001 Salesmanship Award – Most units of CPS soybeans sold to on customer

2001 Top Gun Award – Most units of CPS Brand Soybeans sold, Indiana

1999 Most New Seed sales CPS Indiana

1995 Most New Sales at a Retail Branch \$478,000

1993 County Staff Award for “Excellence in Programming” –Environment

1991 Outstanding Impact Statement – Conservation Tillage Practices

Published a feature story about Nutrient Management Plans in Successful Farming.