

Job Title: DCAD Balancing Dairy Nutrition Specialist
Department: Sales
Reports To: President & CEO
FLSA Status: Exempt
Salary Level:
Approved By:
Approved Date:

Summary

Manages and coordinates sales of dairy nutrition activities for the company's DCAD Balancing products worldwide. Works directly with upper management formulating sales and nutrition strategy through network of distribution and subordinate dairy nutrition team members.

Essential Duties and Responsibilities

- Develop and expand the sales and promotion of the company's dairy DCAD balancing products to major feed companies and dairy nutrition consultants.
- Develop and implement strategic sales plans to accommodate corporate goals
- Maintains and manages sales through network of distributors and subordinate dairy nutrition team members
- Manage activity and coordinate sales distribution by establishing sales territories, quotas, and goals
- Manage sales promotion for each region
- Build and regularly updates a sales forecast for each region with a focus on delivering sales
- Represent company and products at trade association meetings
- Prepare presentations as needed for promotion of products
- Effectively launch new products, initiatives or marketing programs as needed
- Deliver sales presentation to key clients in coordination with sales representatives
- Meet with key clients, assisting sales representative with maintaining relationships and negotiating and closing opportunities
- Prepare periodic sales report showing sales volume, potential sales and areas of proposed client base expansion
- Monitor and evaluate the activities and products of competitors

Leadership/Cultural Responsibilities

- Contribute to an environment of trust and mutual respect
- Maintain a strong commitment to teamwork and concern for others
- Seek growth and learning opportunities
- Maintain a high level of personal responsibility and ownership
- Use effective communication and listening skills
- Maintain a high level of personal accountability and integrity

Education and/or Experience

Prior sales experience in the feed and ingredient industry is required. Must believe in the products and be able to convincingly sell to others. Additional requirements:

- Bachelor degree Animal Science (B.S.) or equivalent; or four to ten years related experience and/or training; or equivalent combination of education and experience.
- Minimum four years outside sales experience, preferably with nutrient based products
- Experience in selling through agents and distributors

Computer Skills

To perform this job successfully, an individual should be proficient in computer utilization, dairy formulation software including internet usage, Sales Force, Word, Excel, and PowerPoint software.

Certificates, Licenses, Registrations

Valid state Class D driver's license required.

Other Qualifications

Potential to travel overnight up to 70% of the time. Actual travel may vary based on specific business activity and demands at any given time.

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, individuals must be capable of performing light physical activity as part of the essential functions of the job with or without accommodation.