



ORIGINATION

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Part of **Barentz.**

Our organization is growing! We are looking to add a **Sales Manager** to our team who will be responsible for managing the commercial business within our Animal Nutrition division focusing on feed additives and nutritional health solutions through sales development, profitability, volume growth, customer retention and development. The Sales Manager will develop and manage a sales team and maintain excellent business relations with internal and external partners and principals/suppliers.

As a Sales Manager, this person will be responsible to:

- Support, coach and lead a sales team of direct reports and ensure all assigned accounts are managed appropriately for sustainability and growth
- Collaborate with dairy, poultry, and swine commercial teams/nutritionists to develop and enhance sales strategies, products, and programs to maximize growth by up-selling and/or cross-selling to existing portfolio
- Lead the promotion of key products throughout the U.S. at target customers
- Steer the team's participation in new product introductions, training and development, joint sales calls, testing, and documentation
- Support relationships with key principal suppliers, and collaborate on profitable sales growth
- Hire, promote, and develop direct reports and provide effective leadership with ongoing communication, motivation, and development opportunities
- Exemplify a collaborative working relationship with all functions to support and improve our processes to consistently meet and exceed our customers' expectations

To be considered for this opportunity, candidates must have the following:

- A degree in Animal Science or relevant field; Master's Degree preferred
- Minimum 10 years of previous experience in the dairy, poultry and/or swine feed industry
- Minimum of 3 years of professional sales management experience, including demonstrated use of CRM and documentation of sales activity
- Technical understanding an application of Ruminant and Monogastric nutrition
- A solid reputation for being an effective team player/coach
- Ability and willingness to travel throughout the U.S.
- The ability to work remote, preferably in the Midwest near a major international airport

About Origation

Origation is a leading distributor of specialty ingredients in the North American animal nutrition market. We supply our customers with high-quality nutritional additives and ingredients for the animal nutrition industry. Since 1945, we have used our technical expertise to help our customers create and deliver nutritional solutions for high performance across the U.S., Canada, and worldwide. Origation is

specialized in the global sourcing and supply of Feed Additives, Nutritional Ingredients, Macro and Trace Minerals, and Ag Products.

In 2021, Origination joined forces with Barentz to lead the Animal Nutrition vertical for North America. Please visit our website at www.originationo2d.com/

About Barentz

Barentz is a world class supplier of life science ingredients and specialty chemicals focused on improving the quality and length of life. We provide products that help our customers meet their formulary needs and achieve sustainability goals. We strive to change the conversation by creating value for our customers in a diverse range of end markets by providing technical and regulatory support and offering unique and creative solutions.

Our business leverages an infrastructure of industry leading technology, value-add services, global sourcing & logistics network, and a commitment to creating customer success. This philosophy has enabled Barentz to offer its customers and principal partners with North American capabilities while maintaining a local focus. Every day, we strive to deliver fantastic customer experiences.

We offer a competitive compensation package in addition to a positive and collaborative culture. We believe in developing people as well as growing our business and make this philosophy a priority. Please visit our website at www.barentz-na.com

If you are interested in joining our team, please forward your resume and cover letter to careers@barentz.us with the subject "Sales Manager – AN"