



## Job Description

<b>Position:</b>	<b>Livestock Nutrition Consultant</b>	<b>Department:</b>	<b>Feed</b>
<b>Reports To:</b>	<b>Livestock Nutrition Sales Manager</b>	<b>FLSA Status:</b>	<b>Exempt</b>

### **Position Summary**

This position will work directly with livestock producers to solve animal nutrition related problems, formulate rations, analyze livestock performance, and develop and maintain customer relationships. Consultants also provide nutritional and management consultation to enhance profitability, oversee new product development and work as part of a team to manage vendor relationships.

### **Essential Functions/Responsibilities**

1. Call on producers to evaluate existing feeding programs; Recommend and assist them with their nutritional programs
2. Successfully plan and execute sales calls to prospective and existing customers within the assigned customer base; achieve recurring and new business from existing and potential customers
3. Implement strategic plans to achieve goals that meet or exceed sales objectives within the assigned customer base
4. Provide timely and accurate communications with management on demand forecasts, customer complaints, sales call reports, timely requests for competitive pricing, etc.
5. Keep current on feed products, trends, and the thought process to make educated recommendations; utilize current marketing programs, products, services and resources to sell feed products within the highest standards of integrity and ethics
6. Develop in-depth knowledge of competitive products and convey information on competitive sales, pricing and marketing information; serve as a source of technical information
7. Recommend and sell products and programs within the company credit and pricing policies
8. Operate as a team by offering leads for other company products to the appropriate department
9. Perform duties related to feed mill operations as needed

### **Non-Essential Functions/Responsibilities**

1. Performs other duties and responsibilities as requested by authorized personnel

## **Qualifications**

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### **Education/Training Requirements**

- Bachelor's degree in Animal Science, related field or equivalent experience required

### **Experience Requirements**

- Sales experience desired

### **Licensing Requirements**

- Valid driver's license, Class A or B commercial driver's license preferred

### **Skills/Abilities Requirements**

- Trained in the principles of animal food hygiene & animal food safety
- Ability to establish strong relationships with customers/clients
- Demonstrated knowledge of agricultural production and products
- Ability to work independently and in a team environment
- Good interpersonal and team building skills with a positive attitude
- Working knowledge of Microsoft Office programs and ability to learn new technology
- Ability to show successful sales results year-over-year and possess the ability to work within an unstructured environment utilizing technology to succeed

## **Physical Demands**

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<b>Stationary Position</b>	Must be able to maintain a stationary position for 2-4 hours while meeting with customers face to face or over the phone. Also needs to be able to drive for up to 3 hours to make on site customer visits
<b>Operate</b>	Frequently operates a computer and utilizes various feed related and office computer programs
<b>Move</b>	Needs to be able to regularly move around customer farm locations to evaluate feed quality and assist customers with purchases
<b>Transport</b>	Occasionally moves merchandise ranging from 5-100 pounds from a floor or shelf to the sales truck for use on customer calls
<b>Positions self</b>	Able to bend, kneel and squat frequently to position oneself
<b>Communicate</b>	This position frequently communicates with customers in the process of selling feed products. Must be able to exchange accurate information in these situations
<b>Exposed to</b>	Exposed to indoor and outdoor environments; hot and cold conditions

## **Acknowledgement**

I have read and understand the job description for my position. I am able to perform all the essential functions for this position. I understand that management has the right to assign or reassign duties and responsibilities to this job at any time.

I agree to comply with the company handbook and all laws, rules, regulations and standards of conduct relating to my position. As an employee, I understand my duty to report any suspected violations of the law or standards of conduct to my immediate supervisor. I will strive to uphold the mission and vision of the organization.

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Employee Signature

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Date

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Employee Name (Printed)