

Feed Sales & Technical Representative with Southern States

Work Location : Travel throughout Western PA, Northern WV & Eastern Ohio

Qualifications :

- Previous experience in beef and/or equine feed programs that has included sales
- In-depth understanding and extensive knowledge of cattle and horse industry
- In-depth knowledge of beef and equine business and market needs
- Able to sell feed packages to beef and equine farmers
- Able to develop sales strategies and techniques to increase sales
- Excellent communication, presentation and interpersonal skills
- Able to manage several projects simultaneously
- PC proficiency with Microsoft Office
- Able to travel up to 50%
- Valid Drivers License
- Able to lift up to 50 lbs.
- Able to pass drug screen and background check

Education : Bachelor's Degree in Animal Nutrition preferred (combination of training and experience may be considered in lieu of Degree)

Responsibilities :

- Apply sales techniques to increase beef and equine feed market share and meet sales goals
- Provide leadership and training to our retail employees
- Call on beef and equine farmers to sell feeding programs and provide technical expertise
- Conduct presentations at Producer meetings and sales events
- Maintain up-to-date competitor information to maximize sales strength and ability
- Work in tandem with Feed Division staff to achieve retail success with feed, competitive prices and programs

Submit resume on web site at <http://www.southernstates.com/ssinfo/careers/careers.aspx>