

Feed Sales & Technical Representative (Travel throughout Western PA, Northern WV and Eastern Ohio)

About the Job

Based out of your home, you will manage beef and equine accounts to successfully increase our feed market share in respective territory. You will travel Western PA, Northern WV and Eastern Ohio to call on customer base to sell feeding programs and provide technical expertise to beef and equine farmers. You will apply demonstrated sales ability to maximize market penetration and profitability.

Qualifications:

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

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

About the Company

At Southern States Cooperative, Inc., we're a 2.1 billion dollar agribusiness serving most of the Eastern U.S., with 3,500 employees - one of the nation's largest farmer-owned cooperatives. Our employees enjoy a competitive salary & comprehensive benefits package that includes health, vision and dental insurance, paid time off, paid disability and life insurance, 401k savings plan, educational assistance and more. Come join us. For more information on Southern States, please visit our website at www.southernstates.com. Southern States Cooperative, Inc. is an Equal Opportunity Employer.