Job Title: Dairy Sales Consultant

Job location: United States

Employment Type: Full Time position

State: TX, MI, WI, PA, OH

Contact Name: Anna Valeri

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Qualifications (may include Relevant Work Experience, Education Level, Years Experience, etc.)

Required:

- 1+ years sales experience or experience with dairy cows.
- Have strong people skills.
- Be a strong self-starter, have good analytical and conceptual skills, and be energetically motivated to win.
- Recognize need for reasonable balance between work and personal life, be a good time manager.

Preferred:

- Bachelor’s degree preferred

Job Description:

Cargill Animal Nutrition provides customized animal productivity solutions to commercial producers across the Americas, Europe, and Asia. Rather than focusing on standardized nutrition products, we create customized ingredient blends and management programs to fit each situation. Our research-proven management and nutrition technologies suit the specific needs of our diverse array of customers. And our animal nutrition and management experts offer the scope and creativity to serve the unique needs of each customer.
SKILL DEVELOPMENT
Your first year as a Dairy Sales Representative, depending on level of previous experience, will involve you in all phases of dairy management training, territory management, professional communication skills, feed manufacturing, market knowledge and customer requirements. Cargill has a basic belief in training new hires. "You will learn more than you are taught." Your training program will include exposure to several territories, giving you a broad understanding of the business.

JOB DESCRIPTION

1. You will be required to understand the Visions and Values of a Global Business
2. Compete all applicable Dairy Management Modules
3. Have a good understanding of all products, programs and be able to communicate to customers.
4. Coach, lead, advise and train your dairy clients in managing a more profitable business.
5. Continuously update your skills on all phases of dairy management.
6. Have a reasonable understanding of plant operations and capabilities.
7. Complete an annual business plan.
8. Strong communication skills both with internal and external customers.
9. Responsible for managing a profitable market area.
   - Growing the current business to a higher level.
   - Gaining new customers.
   - Account responsibility.
   - Manage on-farm feed inventories and order deliveries accordingly.
   - Responsibility for account profitability.
   - Credit Guidance and execution of credit policies.
   - Invoicing follow-up.
   - Participation in pricing strategies.
   - Understand and review tonnage and margin reports.

Your career path can lead to divisional and corporate opportunities in functional and general management positions. As you demonstrate your knowledge of the business, you may have international assignments at various times in your career. Cargill Animal Nutrition offers you the flexibility to move into Administrative Management, Production Management or special project assignments based on your interest and personal skill development plan. Your career advancement will include relocation based on the availability of openings at our locations across the United States. Relocation can accelerate your career by helping you gain greater insight of our business and increase your managerial responsibilities.