



Milk Replacer Territory Sales Manager - Job description

Denkavit a company located in Auburn, New York is looking for an experienced **Milk Replacer Territory Sales Manager** for the Western NY, Western PA and Eastern OH area. Ideal candidates will possess an agricultural background and/or sales experience in the dairy or milk replacer industry.

Denkavit VALUES its employees. Employees will receive ongoing education and professional development. Denkavit offers a competitive salary, competitive health & welfare benefits, a company matched 401(k) savings plan, paid vacation and paid holidays. Denkavit believes it succeeds when its employees succeed!

Denkavit is focused on revolutionizing the milk replacer industry by applying the latest scientific research and findings in nutrition, starting with the best raw ingredients available and producing product in a new plant that utilizes a technologically advanced process to produce products that surpass the rest of the industry.

The Milk Replacer Territory Sales Manager is responsible for identifying and developing new prospects, supporting existing business and delivering on budgeted sales expectations in the assigned geography and accounts. Serving as a primary resource for technical support and troubleshooting by leveraging all the necessary resources Denkavit has available. Team work, individual effort and delivering a superior customer experience will be key to the incumbent's sales success.

This position reports directly to the Denkavit US Business Development Manager. The essential duties and responsibilities of the Milk Replacer Territory Sales Manager include:

- Collaborating with the Denkavit Sales Team to achieve sales targets for both private label and branded products through frequent engagement with colleagues and management
- Executing company sales strategy for developing new accounts and growing existing customers' business to exceed sales goals
- Providing extensive infield on-farm support and sales activities
- Developing and acting on territory business plan to achieve sales goals
- Prospecting for new business with farms and at all levels of distribution



- Leveraging and proactively seeking out available resources necessary to drive sales results
- Maintaining accurate customer and territory database
- Analyzing proactively and reporting on sales performance of assigned territory and accounts
- Maintaining regular contact with customers and alliances appropriate for potential and agreed to with manager
- Providing timely feedback and market intelligence to sales team and Denkavit organization, through regular communication utilizing systems provided
- Attending and providing support at industry trade shows and conferences
- Completing all administrative duties accurately and on-time
- Reside in the assigned territory

Desired Skills and Experiences

(Skills, Knowledge, Qualifications)

- College degree, preferably in an agriculturally based field of study (Animal Science, Nutrition, Physiology)
- 5 years of field sales experience in related industry is ideal
- 2 years of large account management is ideal
- Results driven, with experience working in a deadline-driven environment
- Proactive self-starter with the ability to effectively problem solve
- Flexibility to travel (vehicle and valid driver's license required), with overnight travel
- Strong customer service and communication skills
- Good organization, time management skills
- Competent in computer knowledge – MS office and proficiency in Excel

We thank all applicants for their interest, however only candidates selected for an interview will be contacted. Resumes may be submitted to John Schmitt at j.schmitt@denkavit