



## MILK REPLACER TERRITORY SALES MANAGER Western NY/PA & Eastern OH

Denkavit is looking for a Milk Replacer Territory Sales Manager to strengthen our enthusiastic and experienced team. Ideal candidates will possess an agricultural background and/or sales experience in the dairy or milk replacer industry. The basis of employment where our plant is located will be Auburn, NY. This individual will reside in a remote, home office in the Western NY, Western PA, and Eastern OH region.

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.

### MILK REPLACER TERRITORY SALES MANAGER

This individual 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.

*'Working at Denkavit will give you the opportunity to challenge yourself and continue to develop your technical knowledge, professional skillset, and personal capabilities.'*

## **JOB DESCRIPTION**

- 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 on-farm support
- 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
- Maintaining customer and territory database
- Analyzing 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 the team through regular communication
- Attending and providing support at trade shows and conferences
- Completing all administrative duties accurately and on-time
- Reside in the assigned territory

## **OUR OFFER**

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.

## **INTERESTED?**

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](mailto:j.schmitt@denkavit)