



## DAIRY BEEF SPECIALIST

Denkavit (dba Grober Nutrition, LLC) located in Auburn, New York, is looking for an experienced agribusiness sales professional to support the sale of our feed products for dairy beef calves in the Eastern US. Ideal candidates will possess an agricultural background and/or sales experience in the dairy beef, veal or calf milk replacer industry.

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

### DAIRY BEEF SPECIALIST

The Dairy Beef Specialist will be responsible for identifying and developing new prospects, supporting existing business and delivering on budgeted sales expectations in the assigned geography and accounts as directed by the Sr. Dairy Beef Sales Manager. The role will serve the customer as a primary source 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 entire 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
- Developing, in collaboration with senior management, a 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 database
- Analyzing proactively and reporting on sales performance of assigned accounts
- Maintaining regular contact with customers and alliances appropriate for potential and agreed to with Sr. Dairy Beef Sales Manager and Denkavit Business Development 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 geography

## DESIRED SKILLS AND EXPERIENCES

- >5 years' successful experience in the dairy beef or veal calf industry is ideal
- >College degree, preferably in an agriculturally based field of study (Animal Science, Nutrition)
- 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 overnights
- Strong customer service and communication skills
- Good organization, time management skills
- Competent in computer knowledge – MS office and proficiency in Excel

## OUR OFFER

Employees will receive ongoing education and professional development. We offer 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.com](mailto:j.schmitt@denkavit.com).