



## TERRITORY SALES MANAGER - MIDWEST

This position is an exciting opportunity with a rapidly expanding animal nutrition company located in Auburn, NY. Denkavit (dba Grober Nutrition LLC) has been in business for more than 80 years and it is our mission to be the most attractive partner globally in young animal nutrition.

Denkavit USA is focused on revolutionizing the milk replacer industry by applying the latest scientific research and findings in nutrition. Starting with the best ingredients, processed in a new, state of the art plant, Denkavit produces milk replacers and protein encapsulated fat that exceeds anything the industry has to offer.

### WHAT WILL YOUR ROLE INVOLVE?

Denkavit is looking for a Milk Replacer Territory Sales Manager for the Midwest area (including states of MI, IN, IL, IA, KS, MO). The ideal candidate will have a passion for agriculture, animal nutrition, and innovation. To be successful in this role, the candidate must be a highly skilled communicator in verbal and written formats. The 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 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.

Denkavit invests in her employees and seeks a dynamic candidate who wants to push the status quo of the animal nutrition industry and continuously improve in terms of personal and professional development.

This is a full-time salary position with a 401K package and benefits. Position reports directly to the Manager of Sales & Business Development of Denkavit USA and will work closely with the entire sales team and the international Denkavit organization.

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

## **EXPECTATIONS OF THE ROLE, AS TERRITORY SALES MANAGER:**

- Collaborating with the Denkavit Team to achieve sales targets for both new accounts and growing existing customers' business
- Frequent engagement with colleagues and management
- Developing and executing company sales strategy for the territory
- Developing and executing on territory business plan to achieve sales goals
- Providing infield on-farm support and sales activities
- Prospecting for new business with all levels of distribution and farms
- 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 the potential
- 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

## **JOB REQUIREMENTS**

- 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
- Annual salary \$80,000 - \$90,000, dependent on candidate's qualifications

## **INTERESTED IN APPLYING?**

Resumes may be submitted to John Schmitt:  
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