



Agri-King, Inc. is a leading livestock nutrition company that provides laboratory feed analysis along with micronutrient and microbiological products for livestock producers.

AREA MANAGER

Agri-King, Inc., is an animal nutrition company committed to the success and profitability of livestock producers worldwide. Known for its precise feed analyses, highly-fortified products and knowledgeable staff, Agri-King strives to help livestock producers get the most out of each pound of feed and each head of livestock. Client records show increases in feed efficiency, herd health, production and breeding improvements.

Position Overview

The Area Manager will develop a profitable sales area by selling, servicing, educating, and motivating livestock producers to improve the performance and efficiency of their enterprises with the goal of building profitable, long-lasting relationships for both the client and Agri-King.

Primary Job Functions

- With the regional manager, develop a plan for maintaining current clients and prospecting new clients
- Develop and execute effective sales and service skills
- Ensure all clients keep their account balance current
- Attend regional, national, and other meetings as required
- Continually build an industry network of support

Secondary Job Functions

- Construct and execute presentations for your clients and prospects that demonstrates value
- Keep current on relevant industry-related topics
- Position yourself as a resource for your clients, prospects, and network base

Requirements

- Interest in on-farm, face-to-face sales
- Ability to keep accurate records
- Solid communication skills
- Basic computer skills

Preferred Skills

- Post-secondary agricultural education or commensurate industry experience
- Exposure to modern agricultural operations and their recordkeeping programs
- Exposure to animal nutrition

Individuals interested in applying should send a resume and cover letter to careers@agriking.com