



*Currently, Agri-King, Inc. has openings for an Area Manager/Dairy Specialist in eastern Wisconsin, southeast Pennsylvania, and western New York. This is a territory management position with flexible schedule, great pay, and benefits!*

## **AREA MANAGER/DAIRY SPECIALIST**

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. For over 50 years, Agri-King has helped clients improve livestock health for dairy, beef, poultry, and swine producers through highly-fortified and properly-balanced diets.

### **Position Overview**

The Area Manager will develop a profitable sales area by selling, servicing, educating, and motivating dairy 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 for new business within the territory
- Ensure all clients keep their account balance current
- Attend regional, national, and other meetings as required
- Independently work your territory and stay self-motivated

### **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 and passionate about the dairy industry
- Ability to keep accurate records
- Solid communication skills with the ability to form new relationships
- Basic computer skills

### **Preferred Skills**

- Bachelor's or master's degree in animal or dairy science preferred or commensurate industry experience
- Exposure to modern agricultural operations and their recordkeeping programs
- Well versed in animal nutrition

**Individuals interested in applying should send a resume and cover letter to [careers@agriking.com](mailto:careers@agriking.com)**