



# NUTRITION CONSULTANT

Agri-King is hiring an experienced Nutrition Consultant to provide advisory expertise to Agri-King's clientele in an area covering Virginia.

This is a fantastic opportunity where you will get the chance to play an integral role in helping Agri-King create long-standing relationships with dairy and beef farm operations. This individual will cover a territory working with dairy farms in Virginia, mainly the rural areas within.

Agri-King provides dairy and beef producers with a personalized nutritional program that offers flexible solutions. We are an industry leader that is dedicated to improving herd profitability and optimum herd health and performance for every client.

## **Job Duties**

- Ability to relate well to dairy and beef producers and farmers while providing nutritional and management consultations
- Maintain an existing customer base as well as grow product sales through prospecting, cold calling, and referrals
- Represent company at trade shows, dairy expos, and association meetings to promote our products
- Be disciplined, professional, and have the ability to stay self-motivated
- Provide a consultative sales approach to build long-lasting, trusting relationships
- Build and strengthen long-lasting client relationships through accurate product knowledge, timely feed sampling, ration adjustments, troubleshooting, and professional customer service
- Create forage treatment plans to help farms improve the quality of their forages with the use of preservatives, as well as with improved forage management strategies
- Curate solutions to improve dairy herds' components (butter fat and protein) and milk production by creating feed rations with a custom mix targeted towards farms' individual production goals
- Collaborate with other nutrition consultants to conduct field research on the feed quality differences between Agri-King preservatives and competitor preservatives on the market to help producers see the value in their purchases
- Present to farms on different products the company offers to build customer awareness and knowledge

## **Requirements**

- ***Experience working in dairy or beef cattle nutrition or an agriculture background is required***
- Territory management/sales experience is preferred
- Bachelor or associate degree in ***dairy or animal science*** is strongly preferred
- Must be able to manage a productive work-from-home schedule
- Proficiency working with counselor-based selling

## **Benefits**

- Salary based on experience
- Very competitive salary with an attractive bonus structure
- Top-of-the-line healthcare coverage with dental and vision
- 401k
- Employee stock option plan
- Flexible schedule

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

This is a fantastic opportunity for a driven individual who is ready to serve both Agri-King's customers and employees to assist the team in delivering the best products and services to every customer.