



Job Title: Poultry Sales Manager

Division: Animal Nutrition
Manager: General Manager, Vice President Animal Nutrition
Territory: Eastern half of the United States

Position Summary:

Create and develop new business relationships with poultry accounts in the eastern half of the US. Perform and coordinate necessary field sales activities and manage sales territory in the eastern half of the US to achieve maximum sales and profit performance of SQM protected minerals.

Essential Duties and Responsibilities:

Create new business relationships with major poultry accounts and independent nutritionists

- Grow SQM in the east by managing a sales pipeline
- Create and develop new business relationships with key accounts and nutritionists
- Develop ROI financial metrics that detail the benefits of SQM to major accounts
- Present the technical and applied benefits of SQM vs. other trace mineral forms
- Develop professional power point presentations to poultry accounts and independent nutritionists.
- Continually seek and build relationships with new customers in territory.
- Develop and maintain marketing and technical competencies in company product line and emerging and current competitors' sales products.
- Communicate effectively through internal corporate procedures to process timely sales orders.
- Develop, modify, or add products for new or existing customers.
- Work closely with research, tech support and marketing to develop optimum trace mineral programs

Perform field sales activities and manage assigned territory.

- Evaluate and determine product mix to fulfill customer needs. Develop and present sales strategies to meet the customers' needs and maintain and build the business.
- Manage sales territory to exceed sales and profit budgets.
- Communicate information on competitors' products for pricing and product to marketing and sales management.

General Responsibilities:

- Follow corporate internal procedures communicating activities, plans and goals with call planners, call reports, weekly itineraries. Develop and manage sales pipeline. Update weekly reporting back to GM, Animal Nutrition.
- Follow through with corporate policies and procedures as directed by GM Animal Nutrition.
- Attend sales meetings, seminars, trade shows, and other related events as directed by the sales manager.
- Submit expense reports on a timely basis.
- Other duties as assigned.

Qualification Requirements:

To perform this job successfully, employee must be able to perform each essential duty satisfactorily. The requirements listed below and on the physical demands sheet for this position are representative of the knowledge, skill and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education and Experience:

- Bachelor's degree in Animal Nutrition, master's degree preferred.
- Five to ten years of proven sales results selling to major poultry accounts and independent nutritionists, Producers, Feed Mills.
- Comprehensive understanding of poultry nutrition and key financial metrics applied by integrators
- Theoretical thinking and technical competency to sell nutrition solutions to poultry integrators.
- General knowledge of government agencies and regulations as they apply to industry.
- Solid relationships with major poultry accounts, nutritionists, producers, feed mills and distributors.
- Experience selling a disciplined sales process and documented CRM program.
- Ability to negotiate and close new business.

Skills:

- Excellent verbal/written communication skills
- Sales/marketing skills, presentation skills
- Analytical/decision making skills
- Computer software skills applicable to position (i.e. Microsoft Office, internet, PowerPoint, CRM software, etc.) and accurate data entry skills
- Strong leadership skills with confidence to negotiate with independent nutritionists and integrators
- Ability to drive with a clean record that does not interfere with performing job
- 75% travel required

Competencies

- **Customer Focus**
- **Integrity/Ethics**
- **Quality**
- **Teamwork**
- **Communication**
- **Decision Making/Judgment**
- **Dependability**
- **Initiative**
- **Interpersonal Skills**
- **Product Knowledge**
- **Results Focus**
- **Sales and Marketing Skills**

To Apply

Qualified candidates please send resume, cover letter and salary expectations to:

Continental Search

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