



## Job Option 3: Animal Health Sales Representative -Eastern Kansas Territory

Territory Representatives interact face to face with customers, understand their needs and consult to offer the right solutions. We work collaboratively in Field Sales Teams and play a critical role in supporting our customer centric business model. The Territory Representative is a key member of the cattle field sales team and plays a critical role in supporting our Animal Health division customer centric business model. This position is responsible for working in their respective territory to understand and identify customer needs, by selling the Animal Health division cattle products, supporting pull-through activities relative to the customer strategy and ensuring that the Animal Health division is viewed as bringing value and technical innovations aligned to our strategic focus the Science of Healthier Animals. In addition, the Territory Representative demonstrates an understanding of the resources available across the Animal Health division and our Distribution Partners.

### Key Responsibilities:

- Communicates about product in a way that's meaningful and relevant to each individual customer; customizes discussions and interactions based on understanding of customer's needs
- Primary point of contact for assigned customers, meets with key personnel/decision makers to understand enterprise structure, business model, key influencers, customer needs and identifies business opportunities.
- Develop customer strategy - outlining strategy for interactions/relationship, solutions, partner involvement and potential offerings for customer resulting in sales opportunities and account sales growth of the Company's Animal Health division products and services.
- Develop territory and specific account plans for all assigned customers. Partners with National Account Managers, Corporate Account Team, and Distribution Field Partners to maintain strong focus on accounts to drive sales growth.
- Work collaboratively across all species teams to foster our Company's approach to enhance knowledge of the entire product portfolio.
- Shares with other team members within the region to foster growth and development within the team.
- Analyze sales results on a monthly basis and manage expenses within budget guidelines.
- Identifies and selects programs/services available within our Company's Animal Health division available resources to address customer needs and provide education & training opportunities to accounts.
- Works with leadership and Field Technical Services to develop and deliver relevant offerings that address desired customer needs.
- Develop current understanding of our Company's Animal Health division products, industry trends and competitor landscape, business model, key influencers/network structure and make information available to relevant stakeholders and to influence sales trends.
- Articulates and communicates relevant customer, industry, product and market trends appropriately through the organization.
- Responsible for developing and meeting learning and development objectives agreed upon with leadership.

### Requirements, Experience and Skills:

- Bachelor's Degree (BA or BS)
- Livestock knowledge/experience
- Spanish Bilingual preferred
- Excellent interpersonal/communication and presentation skills
- Ability to adapt to a changing environment
- Proficient computer skills including working knowledge of Word, Excel and PowerPoint and the ability to use an iPad.
- Ability to work independently and also as part of a team
- Ability to travel overnight and some weekend activity
- Preferred Experience and Skills:
  - Past Internships
  - Animal Judging Teams, 4H, FFA, etc.
  - Honors programs, Catalyst programs, etc.