



Feed Retail Sales Lead

Belstra Milling is seeking a retail sales specialist. This sales and service role requires the individual to visit and service current dealer/retail customers, pursue and establish new customers, and grow and develop new relationships within the feed industry. Belstra Milling is committed to producing the highest quality, most nutritious feeds available. Our relationships with suppliers and farmers ensure that we have access to the freshest local grains and working closely with industry-leading nutritionists has allowed us to develop thousands of healthy, nutritionally balanced diets. Additionally, as a proud certified Safe Feed/Safe Food facility, our manufacturing and quality assurance processes and standards exceed current industry regulations.

Job Duties and Responsibilities (included but not limited to):

- Establishing and maintaining industry contacts and distributor network
- Learn and work with feed mill specific software
- Learn dealer/retail products and work closely with accounts to track growth and inspect underperforming areas
- Communicate complex issues to dealers and customers (primarily in poultry industry)
- Actively cold call on customers in the field with in-person virtual visits
- In-person trainings to each retail location
- Work with our marketing team to help establish marketing campaigns, dealer trainings, and incentives
- Effectively work with technical support and customer service to help customers with event selling, open houses and customer meetings
- Stay current on industry trends and news
- Stay current on feed industry standards and policies

Skills and Requirements:

- Knowledge of feed industry
- Agriculture-related degree or equivalent work experience (5+ years)
- Excellent oral/written communication skills
- Self-motivated
- Excellent customer relations skills
- Willingness to travel on overnight trips (trade shows, educational shows, training, etc.)
- Proficient in Microsoft Office
- Ability to lift 50lbs

Education and Experience:

- Agriculture-related degree or equivalent work experience (5+ years)
- Possess a valid driver's license