



TERRITORY SALES MANAGER – MILK REPLACER

NORTHEAST & MID-ATLANTIC
REGIONS

WHERE YOU WILL BE WORKING

Denkavit (dba Grober Nutrition LLC) is a global leader in young animal nutrition. With over 80 years of experience worldwide, Denkavit USA is rapidly expanding to bring innovative solutions to the U.S. market. Our mission is to be the most attractive partner in the industry by combining cutting-edge nutritional science with state-of-the-art, USA-based manufacturing. Denkavit USA is transforming the milk replacer market with premium products and exceptional sales and technical support.

WHAT WILL YOUR ROLE BE

As Territory Sales Manager, you will drive growth across the Northeast and Mid-Atlantic states. You will be responsible for developing new business, supporting existing accounts, and delivering on sales targets. You will serve as a technical resource, collaborating with internal teams and leveraging Denkavit's international expertise.

THESE WILL BE YOUR TASKS

To succeed in this role, you will need strong business acumen in a B2B environment—understanding how to manage distributor relationships, navigate complex sales cycles, and align territory goals with broader company strategy. At the same time, you will be hands-on with end users, providing on-farm support and technical guidance to ensure product success and customer satisfaction. This dual capability is essential to delivering a superior customer experience and driving long-term value.

You must also be proactive in identifying, seeking, and applying internal and external resources—whether that means leveraging Denkavit's technical team, accessing global expertise, or utilizing market insights—to support sales efforts and customer needs effectively.

- Execute territory business plans and company sales strategy.
- Prospect and develop new accounts across distribution channels and farms.

*Working at Denkavit is
challenging and offers
possibilities to develop your
professional and personal
capacities.*

- Provide in-field support, including on-farm visits and technical consulting.
- Collaborate weekly with colleagues and management to align on goals.
- Maintain accurate CRM records and analyze territory performance.
- Deliver market intelligence and feedback to the Denkavit team.
- Represent Denkavit at trade shows, conferences, and industry events.
- Complete administrative tasks accurately and on time.

WHO ARE YOU

- Bachelor's degree in Animal Science, Nutrition, Physiology, or related field.
- 5+ years of field sales experience in agriculture or animal nutrition.
- 2+ years managing large accounts preferred.
- Strong communication and customer service skills.
- Proactive problem-solver with excellent time management.
- Proficient in Microsoft Office, especially Excel.
- Willingness to travel overnight.
- Valid driver's license and reliable vehicle.
- Preferably living in eastern PA

WHAT WE OFFER

- Full-time
- Competitive salary and benefits package.
- 401(k) with company match.
- Paid vacation and holidays.
- Ongoing education and professional development.
- Opportunity to work with a passionate, innovative team.

We believe that growth is something we achieve together! We offer an environment with room for personal development. Our goal is to help our employees advance.

INTERESTED

Send your resume to John Schmitt at j.schmitt@denkavit.com or call +1-315-283-2141.