Company Information:
J.D. Heiskell Holdings, LLC is among the top privately held trading companies in the USA and is the country’s fourth largest feed manufacturing company by volume. The culture is driven by relentless pursuit of the highest standards of integrity, accountability, professionalism, excellence and innovation. Customer satisfaction and employee growth opportunities are the benchmarks by which success is measured.

The dairy nutritionist position involves working directly with livestock producers in all aspects of animal nutrition, as well as providing support for existing staff regarding the sale of feeds and products. The individual will strategically manage customer relationships, carefully analyze and manage all information, and consistently communicate effectively.

Position Responsibilities:
- Work directly with livestock producers to solve their problems related to animal nutrition.
- Provide support to existing staff for selling value added feed and products.
- Formulate dairy rations to fit individual producer needs.
- Analyze on farm records of herd performance.
- Regularly contact customers and prospects, developing and maintaining positive customer relationships and adding value through expertise to their operation.
- Provide sound nutritional and management consultation in an effort to enhance bottom line dairy profitability.
- Manage promotional and educational activities related to value added product and services.
- Oversee new product development for areas related to value added products and services.
- Work as part of a team to manage relationships with national value added product vendors.

Position Qualifications:
- Masters Degree in Ruminant Nutrition required, with extensive dairy management, nutrition, herd health and application experience. Successful candidate will have dairy industry/marketplace knowledge and strong agricultural business aptitude.
- PhD or DVM graduate also considered.
- Ability to work effectively as a team member with the ability to effectively train customers and sales representatives.
- Must have superior verbal and written communication skills.
- Ability to troubleshoot, problem solve, and follow up as required.
- Ability to travel.
- Five years related industry experience preferred, but not required.
- Must be fluent in English; Spanish fluency would be helpful.

Compensation:
- Base Salary – TBD and commensurate with skill and experience levels
- Full Benefits – 401K, Health, Dental, Vision, and Disability Insurance, Flex Spending, Life Insurance

Contact and Interview Information:
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