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.

Position: Regional Calf Specialist
The focus of the regional calf specialist position is dairy calf and dairy beef sales and animal nutrition. The individual in the position will make on the farm sales calls and develop strong relationships with producers. The position is located in the Colorado office and covers the Colorado Market area.

Position Responsibilities:
- Travel will be required 90% of the time, and in all weather conditions.
- Farm sales calls, including follow-up, will be the primary position activity.
- Focus on heifer development and dairy beef; possible crossover with beef.
- Sell dairy calf and dairy beef feeds.
- Computer skills necessary to utilize spreadsheets for cost of gains, feed intakes, daily gain, etc.
- Set goals for growth based on animal numbers and market share potential.
- Opportunities for commodity and mineral sales.
- Develop business plans for and with producers.
- Understand the cattle markets and commodity markets for discussion and advice for producers.

Position Qualifications:
- Bachelor’s or Master’s degree in a related field.
- Two years of experience in sales in the animal nutrition industry preferred; experience and past success will be heavily weighted.
- Working knowledge of nutrition and commodity values.
- Positive, self-motivated individual with strong communication, planning, and organizational skills; business acumen expected.
- Ability to develop relationships.
- Mathematical skills and reasoning ability for a common sense approach.
- Strong computer skills.
- Strong customer service commitment.
- Ability to manage credit and credit limits.
- All applicants must be willing to relocate.

Compensation:
- Compensation package will include base pay and commission opportunity.
- Full Benefits – 401K, Health, Dental, and Vision Insurance, Flex Spending, Life Insurance, Disability Coverage
- Transportation and travel expenses will be provided.

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