Dairy Nutrition Associate

You will love being a part of our team!

You will work with people who are passionate about their jobs and take initiative; people who want to do their best every single day; people who care deeply about their customers and deliver top-quality service. You’ll work with a team of people who “do the right thing”. You’ll have continuous interactions with our customers to ensure you build and foster a healthy relationship. You’ll be a part of an entire organization that will never be satisfied with the status quo and will always be looking for ways to improve and be more efficient while taking care of the customer.

The Role

Reporting to the Dairytech Brand Manager, the Dairy Nutrition Associate will develop the skills to provide nutritional and management solutions to our Hutterite colony dairy customers. You will be responsible for individual customer account management and building customer loyalty through use of the consultative selling process. As part of the Dairytech sales team, you are an active team player who is engaged in supporting the company’s vision and growth objectives.

Primary Roles and Responsibilities

- Support consultants in working directly with progressive Hutterite Colony dairy producers to provide leading-edge, customized nutritional solutions and value-based management services.
- Develop the ability to manage direct customer accounts during an initial training period (6-18 months) using a consultative selling process.
- Understand that working with the Hutterite agriculture segment in Western Canada requires a working knowledge of the unique relationship-connecting skills that align with their communal lifestyle choices. Occasional evening and weekend communication may be required to support these customers' service requirements.
- Embrace teamwork and support within the Dairytech team; understand internal capabilities and processes of manufacturing and logistics.
- Keep up-to-date with industry trends to understand producers’ evolving expectations and needs.
- Develop new business through prospect management and producer meetings.
- Support initiatives to grow new business through customized products while maintaining the core values and vision of Dairytech.
- Increase Retail product sales to Hutterite colony segment and possess the technical ability to answer their questions.
- Working knowledge of forage quality and management with the ability to communicate to producers about their forage assessments.
- Develop and maintain relationships with other industry advisors including veterinarians, financial institutions and reproductive technicians.
- Act as a Dairytech representative at customer events, industry trade shows and conferences.
- Focus on task completion and achieving sales goals/targets of company.
- Exemplify the Core Values of More Than Just Feed.
- Perform various duties and projects as required.
Skills & Experience Required

- Strong communication skills that align with various personality types; ability to establish and maintain effective relationships with sales team and company employees
- Positive, self-motivated and goal-oriented team player who is open to learning, challenging and improving
- Detail oriented and resourceful with strong analytical capabilities and decision-making skills
- Strong time management and organizational skills
- Ability to learn the consultative selling skills required to sell and service colony dairy producers
- Working knowledge of forage and forage production
- Basic understanding of dairy nutrition and farm management with the capabilities to advance these skills through a continuous learning process
- Strong, positive team player who is open to learning, improving and challenging themselves
- Honesty, integrity and a strong sense of ethics in all decisions and actions
- Exceptional customer service and relationship building skills
- Flexible, adaptable and able to thrive in a fast-paced and ever-changing environment

Qualifications include:

- University or college diploma or degree in an agriculture-related program or equivalent experience
- Agricultural sales experience beneficial
- Working knowledge of Dairy Comp 305 and/or previous ration balancing experience beneficial
- Intermediate knowledge of all Microsoft applications

Our current success!

Over the last 15 years, More Than Just Feed (Nutrisource/Dairytech) has been experiencing rapid growth as an up and coming contender in the feed industry. Our focus is to be a leading company in the modernization of an industry that is resistant to change. We are a Canadian owned, Alberta based, dairy nutrition company that provides specialized products and consulting services to western Canadian dairy farmers. We get to know the specific needs of each More Than Just Feed customer, so we can recommend and help put into place a customized, operation-specific action plan that’s right for each producer and his or her operation. We are looking for an enthusiastic team member who will be a technical leader in the field, keeping our customers loyal and happy.

Submit your resume to careers@mtjf.ca today!