**Dairy Nutrition Consultant**

**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 Consultant will 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**

- Work closely with the Dairytech Team Lead to continuously improve your consultative selling skills which leads to improved customer loyalty and retention to the Dairytech brand
- Work directly with progressive Hutterite Colony dairy producer accounts to provide leading-edge, customized nutritional solutions and value-based management services
- 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.
- Increase Retail product sales to Hutterite colony segment and possess the technical ability to answer their questions
- May lead individual field-based projects on behalf of Dairytech that bring innovation to our customers
- 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
- Establish the value associated with recommended changes
- Exemplify the Core Values of More Than Just Feed
- Perform various duties and projects as required
Skills & Experience Required

- Strong organization and time management skills
- Sound analytical and decision-making skills
- Attention to detail with a high degree of accuracy
- Excellent written and verbal communication skills
- Strong positive team player who is open to learning, challenging and improving
- Ability to work independently or as part of a team

Qualifications include:

- University or college diploma or degree in an agriculture-related program or equivalent experience
- Dairy industry experience essential
- Agricultural sales experience preferred
- Hutterite colony experience an asset
- Previous ration balancing expertise and the ability to adjust ration recommendations accordingly
- Ability to analyze on-farm records (i.e. Dairy Comp 305) and to utilize this data to identify areas for improvement
- 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.