



# Career Opportunity

During these challenging times, Federated Co-operatives Limited is working to serve our local co-ops, customers, and communities. We are committed to supporting our local co-ops and the communities they serve. Working together to provide essential services to communities across Western Canada, we are hiring a Poultry Sales Specialist on a permanent basis at our Feed Plant in Calgary, AB.

## Who we are:

As a co-operative, we do business differently. We believe in working together to serve Western Canadians, delivering profits back to our communities and investing in sustainable growth. Our work is guided by our values of integrity, excellence and responsibility and driven by our vision of building sustainable communities together. To learn more about who we are, visit [www.fcl.crs](http://www.fcl.crs).

## What you'll do:

You will be responsible for the sale of poultry feeds in a designated territory and maximizing customer profitability as well as investigating and resolving any issues or concerns brought forward by the customer. Responsibilities include providing technical support in the area of poultry nutrition, management practices and have the ability to assess bird health and disease as it pertains to poultry production.

- Call on Poultry producers and local Co-op customers in sales territory to promote and sell manufactured Poultry bulk feed in accordance with the sales budget. Technical expertise must be provided to the customer during each sales call to deliver value.
- Responsible to train and mentor the Feed Team Advisors as well as producers on all aspects of poultry production. Provide guidance to the Livestock and Farm Hardware Category Manager on poultry production and practices to support seasonal programs and advertising.
- Work with the Home Office Monogastric Nutritionist on feeding programs, program marketing components and on-farm feeding practices. Identify opportunities for developing new, innovative products and markets.
- Provide support to resolve customer complaints and relationship issues between producers, local Co-ops and FCL. There is an expectation to take a leadership role in problem solving working collaboratively with key stakeholders.

## Why it matters:

Our Agro team helps to feed and grow Western Canadian communities by sourcing and distributing products and services to local Co-ops in the feed, crop supplies and fertilizer business.

## Who you are:

You are looking for a career in Sales & Marketing and:

- You have a bachelor's degree, a Master of Science (MSc) in Poultry Nutrition is an asset.
- You have a minimum of 6-9 years of relevant progressively responsible experience in Poultry production management practices and nutrition with sales experience. (a combination of relevant education and experience may be considered)



- You are a Professional Agrologist (P.Ag) or are working towards obtaining this certification.
- You're honest and trustworthy, are results oriented and strive to be the best in what you do.
- You believe in collaboration, building relationships and value the perspectives of others.

Our Team Members receive competitive salaries, short-term incentives, a comprehensive benefits package and an employer-contributed pension plan. We encourage our Team Members to take advantage of learning opportunities, to grow and develop, and to foster a culture of teamwork and innovation.

FCL embraces diversity and inclusion and we're working to create a workplace that is as diverse as the communities we serve. We support and provide an environment that allows every person to bring their whole self to work.

We take the health and well-being of our team members and customers very seriously. We continue to take steps across all areas of our business and locations to keep our team members and customers safe and healthy.

If this opportunity speaks to you, we invite you to apply by April 7, 2021.

We thank all candidates for their interest, however only those selected to continue in the recruitment process will be contacted. If you require support to apply for this opportunity please contact us at [fclhr@fcl.crs](mailto:fclhr@fcl.crs).

Please note you may be required to undergo a background and substance test in accordance with FCL policies. FCLHP