

**Jefo Nutrition Inc.**  
5020 Avenue Jefo, C.P. 325  
Saint-Hyacinthe, Québec  
Canada, J2S 7B6  
T 450 799 2000  
F 450 778 1338



**Position: RUMINANT SALES SUPPORT MANAGER – GREAT LAKES REGION**

You thrive in working in one of the most dynamic industries. You enjoy the challenge in solving problems and finding solutions for today's dairy producers. You want to be recognized as a leader in innovation.

Jefo is a global leader in high-performance non-medicated nutritional solutions for animals and as one of the best managed companies in Canada, we offer a dynamic work place, a wide variety of benefits and a competitive salary. With its *Life, made easier* commitment in mind, Jefo uses a practical approach to SHARE its solutions based on scientific research and stringent testing methods. Jefo is constantly looking for the best talent to join their diverse and dynamic team.

Reporting to the North American Ruminant Business Manager and working alongside existing Territory Managers & Technical Managers, we are currently seeking an individual for the position of **Ruminant Sales support manager – Great Lakes Region** to support our existing team, and clients and to expand our client base in South Western Ontario, Michigan, Ohio, Indiana and Western New York.

He/she will among other responsibilities of supporting an existing territory and representing Jefo corporately, will support internal and external nutritionists at the farm level with farm evaluations, support of their nutrition and production management initiatives, organize, facilitate and perform client training on-farm with corporate product and support initiatives. Build within the Jefo Team, plans to define and deliver corporate value propositions to existing and prospective clients. Foster trust and strong rapport with prospective and existing clients

**Main responsibilities of the position:**

- Maintain and increase market share of Jefo and Partner products;
- Establish and develop key relationships with strategic partners;
- Provide technical and on-farm support to our customer base when requested;
- Work nutritionists and advisors at the farm level;
- Develop strategies that support the growth, development and best interests of our customers;
- Develop and implementation of annual strategic plans;
- Support and assist fellow Jefo colleagues as a key team member;
- Meet and exceed budgeted goals.

**Required Competencies/Personal Attributes**

- Post-secondary Education in Animal Science, Agribusiness.
- Practical dairy farm and husbandry knowledge and experience is a must;
- Technical and production knowledge and experience of the North American Dairy Industry;
- Above average communication and presentation skills;
- Ability to work independently but be actively part of a dynamic team;
- Agility; the ability to think on your feet, react and engage
- Strong organizational skills;
- English, Spanish is an asset
- Travel within the territory including frequent over-night will be required.

The successful applicant will have the opportunity to earn above-average income while working with a company that encourages its people to display their many talents that resulting in personal and team success.

If you are interested in this opportunity, please send us your resume by e-mail to [rh@jefo.ca](mailto:rh@jefo.ca), with the specific mention of:

**Ruminant Sales support manager – Great Lakes Region**

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Jefo promotes equality in employment. We thank all candidates for their interest in Jefo.  
Please note that only successful applicants will be contacted.

**Life, made easier**

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