Feed Sales Representative

Proveta Nutrition Ltd. is Western Canada's fastest growing livestock feed manufacturer and nutrition service provider. We take great pride in the range of multi-species animal feed we manufacture. We are HACCP certified and an equal opportunity employer. We are on a path of continued growth and we are looking to expand our team in SK.

**Job title:** Feed Sales Representative

**Positions Open:** 2

**Job type:** Permanent

**Location:** Saskatoon & Swift Current, SK

**Job summary:** Reporting to the Sales Manager, the Feed Sales Rep will be actively promoting and marketing Proveta’s feed products primarily to colonies in Saskatchewan. We are looking for someone who is passionate about the animal nutrition industry and can take exceptional care of the customers we serve. The role is field-based, requiring frequent travel throughout a designated territory to market products.

**Key Duties and Responsibilities:**

- Drive sales and work to develop additional sales accounts in your designated territory.
- Seek out new prospects by making frequent farm visits and identifying customer needs.
- Serve as the primary point of contact for customers and build relationships to ensure customer satisfaction.
- Schedule visits to customers. Maintain an organized call back system noting the time along with the frequency of calls to customers and prospects.
- Communicate and coordinate with the feed mill staff and logistics team regularly regarding feed delivery.
- Share feedback about feed quality with the mill / Operations manager.
- Maintain detailed record of sales. Develop prospect lists, file expense reports and prepare sales presentations.
- Increase market share and feed volumes within Colonies in Saskatchewan/designated territory.

**Skill set Required:**
Post-secondary degree in Agriculture, Business or Economics with at least 1 – 2 years experience working with Farms / Colonies

- Self-motivated and highly organized individual with good communication skills
- Demonstrated planning, organization, time management, and problem-solving skills
- Strong relationship driven customer service skills
- Superior organizational skills and great attention to detail

**Compensation:**

- Attractive compensation package based on experience
- Benefits
- Friendly work environment

**Apply with your resume and cover letter to:**

hr@proveta.ca

We thank all applicants for their interest, however, only those selected for an interview will be contacted. All applications remain in our database for several months. We regularly reference past applications and interviews for future opportunities.