



Technical/Sales Account Manager – Southwestern Ontario

We seek experience and expertise in both Customer Account Management (with focus on sales, customer service and prospecting) and technical mastery in monogastric nutrition and management (with emphasis on poultry and swine).

Your function is to maintain and increase sales by using your skills and the vast array of ADM products and services to supply added value to your customers.

You will bring a unique offering for our market; the value of proprietary products, nutrition and training programs; a wide range of commodity and specialty products from the global reach of purchasing and leading edge production, quality control and traceability programs. These will compliment your monogastric nutrition and technical management skills as well as your ever-developing professional skills as a communicator and problem-solver. You will add a unique value to our marketplace.

Detailed responsibilities for this position:

- You will demonstrate and sell the value of specialty ingredients and your monogastric technical expertise in a way that brings real value for your customer and helps you achieve your individual sales goals by:
- Strengthening our relationship with our existing clients through regular customer contact to review customer satisfaction and resolve issues or new challenges:
- You will be the key contact for your customers, finding and understanding their needs and using your knowledge of industry resources to recommend approaches that bring real value.
- This will include assisting customers with the evaluation and application of Products that fit their needs. You also offer company service in feed formulation, feed production challenges and animal management.
- Identifying and prospecting new sales opportunities by first learning and understanding the array of products and offerings. Then, using your knowledge of the Ontario feed industry build your territory business.
- You will work with your Regional Sales Director to develop achievable territory sales goals for products and service in Ontario, establish effective product pricing, and coordinate advertising and promotional material.
- Assist in strategic planning for the Division when required.

Job Qualifications:

Education and Experience:

- Master degree in monogastric animal nutrition with a minimum of 3 years' experience is preferred but not required.

Job Requirements:

Desire and demonstrated success in both sales management and product technical support. This includes the ability to prospect for new sales opportunities, building service programs and maintaining effective customer relationships and effectively selling and marketing products through a consultative value-added approach.

- An ability to understand and effectively communicate technical information as well as deliver public presentations.
- Demonstrated knowledge of the livestock industry, including current trends in production systems, business trends, markets and understanding of key participants and influencers.
- Technical background with experience in agriculture production, specifically in poultry and swine.
- The ability to effectively communicate both written and verbally with the sales, research, customers, distributors and other business contacts. Strong interpersonal, written and verbal communication skills in English required.
- The ability to comply with work related deadlines, manage multiple tasks and projects simultaneously and deal professionally and competently during peak periods of activity.
- The ability to travel both domestically and internationally as required.
- Possession of a valid driver's license.

Driven by a desire to succeed by providing value to your customers and the company. Intrigued by a curiosity to always assess and find ways to improve. *We are looking for the candidate with passion; a drive to seize the day and develop as a professional; and an innate curiosity as to how to 'do things better'.*

*To apply, please send your resume to:
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