



Territory Account Manager – Multi-Species Livestock (Alberta)

The Territory Account Manager will manage existing customer relationships and develop new business in the Feed Channel, Feedlot and Veterinarian market. Responsible for managing and implementing sales and marketing plans within an assigned geographic region. The Territory Managers role will be to call directly on identified strategic cattle accounts, feed mills and veterinarians. This position will be the direct point of contact and will be responsible for negotiating contracts, pricing, and volumes with assigned accounts. Accountable for sales and expenses to obtain annual budget. Responsible for sales contacts with feedlots, veterinarians, nutritionists and feed mills in the assigned territory.

EDUCATION AND EXPERIENCE:

- Undergraduate Degree (BS/BA) in Agriculture, Animal Science, Livestock Production, Animal Nutrition or related field.
- Strong knowledge and experience within the cattle industry, including beef and/or dairy production systems.
- Knowledge of feed mill operations and livestock nutrition programs.
- Experience with feedlots, dairies, cow-calf operations, veterinarians or nutritionists.
- Knowledge of swine, poultry, sheep, goats or other livestock species is considered an asset.
- Animal health experience preferred.
- Minimum 5-7 years' sales experience in the livestock industry, with cattle experience strongly preferred.

TECHNICAL SKILLS REQUIREMENTS:

- Must have strong computer skills including MS Office
- Must be well organized and detail-oriented

- Must have excellent oral, verbal and written communication and presentation
- Must have a valid driver's license
- Must be able to work well in a team environment
- Must be able to make independent decisions within defined guidelines
- Must be willing to drive to customer locations across defined territory.

PHYSICAL REQUIREMENTS:

- Ability to travel daily, with overnight stays required depending on home.
- Must be able to work independently from a home office.

POSITION RESPONSIBILITIES:

- Build and maintain productive business relationships with customers across the livestock sector, with emphasis on cattle producers, feedlots, dairies, veterinarians, nutritionists and feed mills.
- Drive sales growth within the cattle industry while identifying opportunities in other livestock species.
- Develop relationships with key livestock industry influencers including veterinarians, nutritionists, consultants, producers and feed manufacturers.
- Utilize strong presentation and consultative selling skills to demonstrate the value of Huvepharma products.
- Manage a broad geographic territory and prioritize customer engagement activities to achieve sales targets.
- Maintain knowledge of animal production systems, animal health trends and opportunities across multiple species.
- Differentiate Huvepharma products from competitive offerings through technical expertise and customer-focused solutions.
- Build trust with customers through reliability, credibility and follow-up.
- Ensure customer satisfaction and deliver annual sales goals.
- Work collaboratively with Technical Services, Marketing and fellow Territory Managers.

- Represent Huvepharma at cattle and livestock industry trade shows and events.

INTERESTED IN JOINING OUR TEAM?

Candidates interested in applying for this position are invited to send their résumé to Randy Carriere at randy.carriere@huvepharma.ca