

Ontario Ruminant Sales Specialist

About the job

Our team is growing and we're looking for keen and passionate people who are obsessed with helping customers achieve their goals. As a Probiotech Ruminant Sales Specialist, you will provide sales and support to ruminant and equine feed mills/veterinarians throughout Ontario. Prospecting efforts and great service will lead to growing business and advancing your knowledge of the industry and ruminant nutrition.

Job Description

The Ontario Ruminant Sales Specialist will lead ruminant and equine solutions sales for Probiotech International in Ontario. The incumbent will interact with and support Ontario technical and business leaders, nutritionists and veterinarians to deliver our natural feed and water additives. The Ontario Ruminant Sales Specialist will also liaise with counterparts in global R&D, Marketing and Quality Assurance and contribute to the innovation process.

Key responsibilities

- Provide excellent sales and service support to equine and ruminant feed manufacturers and veterinarians throughout Ontario;
- Work to expand existing ruminant and equine business by passionately pursuing all business opportunities;
- Build positive, strong, long-lasting relationships with nutritionist/veterinarians/technicians, providing them with the best customer service, assisting them in solving challenges and seizing opportunities for their operation resulting in the farm becoming more profitable;
- Understand the Canadian (Ontarian) ruminant and equine sectors and value chain and built relationships with key stakeholders;
- Work with regional commercial and technical leaders to build and execute technology application plans;
- Work closely with the Technical Manager, and the R&D team to build and deliver feed additive programs to support superior on-farm performance and reduce reliance on antibiotics;
- We have a great team of dedicated and skilled people. Work alongside these team members to strengthen your position in an effort to ensure the customer is well supported;
- Network within your territory and community to better understand the industry in your area;
- Uphold Probiotech International's reputation and culture by functioning with a high level of honesty and integrity in all your dealings with customers, suppliers and fellow staff.
- Represent Probiotech International with knowledgeable professionalism at all industry related events within and outside of your region in Ontario.

Preferred hiring criteria

- A diploma (Animal Science BSc. at minimum with solid experience Master or Ph.D. degree) or equivalent with a focus on ruminant
- Affinity and interest for other large animals as equine is an asset, but not mandatory;
- Experience in sale of feed or nutritional additives, or drug medicines or related sales experience, is an asset;
- Thorough knowledge of the ruminant and equine at large;
- Strong commercial acumen;
- Significant knowledge of procurement, feed formulation and feed manufacturing;
- Ability to work with people in team environments, often serving as team leader without having direct managerial control;
- Ability to speak French is an asset, but not mandatory;
- Technology driven with good working knowledge and experience using Microsoft 365 (Outlook, Word, Excel, PowerPoint, Teams);
- Ability to travel within rural Ontario 3-5 days a week.

Probiotech International inc.

Probiotech International Inc. is a proudly Canadian company that has been working in the field of animal nutrition, health and welfare for over twenty years. Probiotech International Inc. works with several local and international research centers to develop new products, always respecting the company's mission. These products offer solutions inspired by nature. Probiotech, which has been offering natural solutions for nearly 25 years, has always evolved in step with the needs of its customers. The development of innovative solutions in partnership with its Canadian, American and European customers has greatly contributed to the success and notoriety of Probiotech over the years.