



## Position Description: Beef Area Sales Manager – Eastern Wyoming

### **Job Summary:**

The *Beef Area Sales Manager* will sell products and services offered by the company to current and new customers.

### **Supervisory Responsibilities:**

- Over sees the Independent Beef Sales Representatives in this sales territory.
- Over sees day and project labor for breeding projects.

### **Duties/Responsibilities:**

- Builds and maintains a network of sources from which to identify new sales leads.
- Organize and successfully completes AI breeding projects including insemination.
- Provides genetic development and reproduction consultation.
- Sets and meets revenue and profitability expectations.
- Manages accounts receivable according to company policy.
- Identifies customers' needs and offers solutions from our genetic, product, program and personnel offerings.
- Serve as a genetic resource, demonstrating our capabilities to meet customer demands.
- Promotes herd management products for the enhancement of the customers genetic investment.
- Customer communication, relationship management and issue resolution at the farm level.
- Builds awareness of new products, services, and enhancements that may be of interest to the customer.
- Maintains detailed reports of sales activities including calls, orders, sales, opportunities, and customer contacts.
- Provides periodic territory sales and budget forecasts.
- Performs other duties as assigned.

### **Required Skills/Abilities:**

- Working knowledge of beef cattle genetics
- Ability to safely and effectively handle cattle
- Excellent interpersonal and customer service skills.
- Excellent sales and negotiation skills.
- Excellent organizational skills and attention to detail.
- Strong analytical and problem-solving skills.
- Ability to function well in a high-paced and at times stressful environment.
- Proficient with Microsoft Office Suite or related software.
- Must be able to pass drug, background and auto insurance screenings.

### **Education and Experience:**

- Associates degree in marketing, sales, business, or related field and an understanding of agricultural and genetic information or at least three years of related experience required.

### **Physical Requirements:**

- Prolonged periods of sitting at a desk and working on a computer.
- Must be able to lift 45 pounds at times.
- Must be able to travel and spend extended time driving.

### **Compensation**

- Salary, 401K, Health, Vision and Dental Insurance

Please send resumes to: [DanniQ@ssmidamerica.com](mailto:DanniQ@ssmidamerica.com)