



"Working with you"

Job Title: Livestock Production Specialist-Dairy **Posting ID#:** 1081220
Reports To: Feed Department Manager
Location: Stewartville, MN
Hiring Manager: Brent Vorpapel (507) 533-4222 vorpapel@allamericancoop.com

Job Summary:

The Livestock Production Specialist – Dairy position is responsible to sell feed and related products in a consultative manner to improve Dairy Producer bottom line performance. The main focus will be working with dairy producers on their lactating cows diets, optimizing milk production efficiency and herd health. This is to be done in a manner that will grow the cooperative's market share and profitability, improve the cooperative's efficiency, help achieve the cooperative's mission and goals, and result in outstanding customer service.

Required (Basic) Experience & Education:

- Bachelor's degree in Ag related field or equivalent experience.
- Candidate should have a good understanding of dairy husbandry, current management practices, and nutritional guidelines.

Required Competencies & Other Skills:

- Successful candidate should have basic command of nutritional and management recommendations for livestock owners in the market.
- There is a requirement of excellent verbal and written communication skills, focus, and strong organization and time management skills. Success in this position requires cold calling, high internal drive, a natural ability for relationship building, and leadership in a team environment.
- Computer skills, including in MS Office, necessary for success.
- Requires the ability to lift and carry up to 60 pounds.
- Driving history shows a pattern of safe vehicle operation

Preferred Experience & Education:

- Preferred candidates will have a minimum of 3 years of sales experience with a Dairy emphasis and a proven track record of growing and maintaining a customer base of dairy herds.
- Experience as a dairy herd manager, or related position is favored also.

Preferred Competencies & Other Skills:

- Experience with ration balancing software, Dairy Comp, PC Dart, etc., with 3 or more years of experience in industry.
- Percentage of Travel: 15% over night travel, in addition to daily travel in the assigned geography.

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as directed to meet the ongoing needs of the cooperative.