



## Technical Sales Manager/Nutritionist

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Located in Traver, California, BEST Agri-Marketing, Inc. is a San Joaquin Valley leader in merchandising and marketing feed performance products & services for dairy farms in Central California, helping dairy producers maximize profitability.

BEST is seeking a highly motivated individual for the Technical Sales Manager/Nutritionist position. This individual will ensure proper application of the company's specialty products and feed ingredients through direct sales and sales team members.

In this "hand's on" role, the successful candidate will help drive company revenue working with team members on sales leads and sales closing. Additional responsibilities will include training sales staff, proactively prospecting and qualifying new sales accounts, as well as working cross functionally with team members.

The Technical Sales Manager/Nutritionist will develop and maintain the most current analysis of features, benefits, and competitive advantages of all relative BEST products. Additionally, an understanding of competitive products and services and market trends will be necessary to continually provide feedback to upper management.

Qualified applicants should possess a minimum of a B.S. Degree in Animal Health, Dairy Science, Livestock Nutrition or other related animal feed discipline with an emphasis in nutrition and a financial background in dairy production. (Additional education such as a Master's, PhD or DVM degree is highly desirable.)

Candidates must also possess proven sales results for a minimum of three years in the dairy feed industry, strong written and verbal communication skills, and demonstration of leadership.

### **BEST Ag. offers:**

- Competitive pay
- Company vehicle/gas/cell phone
- Incentives
- Comprehensive benefits: 401K, medical, dental & vision
- Job training and opportunities for advancement
- Minimal travel

*When you work at BEST, the policy is simple – treat everyone you meet like an old friend.*

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**Please email resume to: [jaclynn@bestagri.com](mailto:jaclynn@bestagri.com)**

[www.bestagrimarketing.com](http://www.bestagrimarketing.com)

