

## **Equine Sales Consultant - Eastern Ontario-**

Working at Cargill is an opportunity to thrive—a place to develop your career to the fullest while engaging in meaningful work that makes a positive impact around the globe. You will be proud to work for a company with a strong history of ethics and a purpose of nourishing people. We offer a diverse, supportive environment where you will grow personally and professionally as you learn from some of the most talented people in your field. With 150 years of experience Cargill provides food, agriculture, financial and industrial products and services to the world. We have 150,000 employees in 70 countries who are committed to feeding the world in a responsible way, reducing environmental impact and improving the communities where we live and work. Learn more at [www.cargill.com](http://www.cargill.com).

### ***Description***

Cargill Animal Nutrition provides customized animal productivity solutions to commercial producers across the Americas, Europe, and Asia. Rather than focusing on standardized nutrition products, we create customized ingredient blends and management programs to fit each situation. Our research-proven management and nutrition technologies suit the specific needs of our diverse array of customers. And our animal nutrition experts offer the scope and creativity to serve the unique needs of each customer.

### **Position Overview:**

As the Equine Sales Consultant - Eastern Ontario, your goal is to grow the volume of the product lines you are assigned to, over the given territory of Eastern Ontario. You will work under the supervision and in close collaboration with the Sales Leader; apply the sales principles, tools and methods chosen by the business group with focus; demonstrate determination and discipline; be held accountable for the growth in his/her assigned territory.

### ***Principal Accountabilities:***

**40%** - Prospecting new accounts

**20%** - Providing services to key accounts

**15%** - Following-up with Point of Sales and dealers on a regular basis to ensure proper coverage, brand visibility, and high level of collaboration

**10%** - Educating / informing general public and experts of the industry about our products and services (vets / farriers, horse trainers etc.); support Purina's consulting services hub

**10%** - Participate in regional or national meetings and projects

**5%** - Coaching the dealer's sales reps when relevant and identifying resource needed for dealers

## ***Qualifications***

### **Required:**

- Experience (or proven interest) in sales, strong commercial capabilities
- Entrepreneur's mindset
- Organized, professional demeanor willing to work in a team environment with supervisor, dealer, and customers
  - Thorough understanding of the organization and of its key functions, principles and processes
  - Proven self-starter, and good analytical and conceptual skills
  - Strong communication skills both with internal & external customers
  - Bilingual - fluent in English and French
  - Must be legally entitled to work for Cargill in Canada

### **Preferred:**

- Willing to relocate and accept new challenges
- Technical or Bachelor Degree in Animal Science, Animal Husbandry, Ag Business, or related Agricultural degree (Member of the OAQ for Quebec)

Apply online:

<https://cargill.taleo.net/careersection/2/jobdetail.ftl?lang=en&job=ONT00131>