



Rebecca Kohn • Talent Acquisition Specialist
Affinity Executive Search
3841 North 51 Avenue • Hollywood • FL • 33021
Phone: (954) 404-6253
Email: Rebecca@affinitysearch.com
Web: <http://www.affinitysearch.com>

Below are a few descriptions of some positions I am working on. These positions include:

- Dairy Nutrition Specialist positions in NY and PA
- Dairy Feed Additive Sales Representative positions in Idaho or Utah and Wisconsin.
- A National Sales Manager position in Raleigh, NC-Agriculture Equipment.

I would be happy to answer any questions you might have about these positions. If any of these positions might be a good match for your background, please send me your resume in a Word-compatible format.

If these positions aren't a fit for you, but might be for someone you know, I would be very grateful for your referrals.

Warmest regards,
Rebecca

Dairy Nutrition Specialist - JOS000002546 TEN ID: 01672074

Salary: \$35,000 - \$70,000

Full Benefits: Yes

Relocation Expenses: Yes

Location: Multiple positions in New York and Pennsylvania

General Comments

Spend your days helping Dairy Producers improve profitability and animal health by providing animal nutrition solutions and the best feed available. Regional animal feed company seeks to hire a Dairy Nutrition Specialist to consult with dairy producers and sell animal nutrition to local farms. This position requires candidates to have a basic understanding of dairy production, a good understanding of agriculture and sales experience, preferably selling in the dairy business. The successful candidate will possess excellent communication skills, have an outgoing personality and enjoys 1 on 1 interaction with farmers. Candidates must be self motivated and self directed. A four-year degree in agriculture, dairy science or animal science is strongly preferred.

Compensation is commensurate with experience.

The TOP TEN REASONS TO TAKE THIS JOB –

- 1) Existing customer base to service
- 2) Company provides auto expenses and all necessary tools.
- 3) Excellent benefit package
- 4) Incentive program
- 5) Company is financially strong
- 6) Retirement program including a pension & 401K
- 7) Strong management team
- 8) Support from District Manager
- 9) Commitment to produce excellent and innovate products
- 10) Company commitment to ongoing training of its sales force.

Dairy Sales Representative - JOS000000167 TEN ID: 01646491

Salary: \$80,000 - \$100,000

Full Benefits: Yes

InterviewExp: Yes

ReloExp: No

Location: Multiple positions. Seeking professionals in Idaho, Wisconsin or Utah

Year(s) Exp: 5+

CompComments: plus bonus & car

General Comments

Description: Create new customers and deliver value to existing customers. Position available immediately. Client is a supplier of bacterial feed additives. Products are used by dairies, calf ranches and feedlots.

Responsibilities: Responsible for growth of nutritional sales in dairies and calf ranches in assigned geographic area. Will include calling on prospects, detailing product features and benefits,

Qualifications: Bachelors degree required, preferably in an agricultural field. Experience with dairy production or sales preferred but not required. Success will require the ability to grow sales by influencing people in all facets of dairy production including owners, managers, herdsmen, nutritionists and veterinarians. Must be able to work in team environment with technical professionals. Some travel is required. \$80-\$100K plus bonus.

National Sales Manager - JOS000000095 TEN ID: 01671972

Salary: \$85,000 - \$100,000

Full Benefits: Yes

Interview Expenses: Yes

Relocation Expenses: Yes

Location: Raleigh, NC

Year(s) Exp: 5+

General Comments

The National Sales Manager is responsible for promoting and selling farm equipment line through dealer organizations.

The NSM:

Manages and directs a sales force to achieve sales and profit goals.

Designs and recommends sales programs and sets short and long-term sales strategies.

Evaluates and implements appropriate sales techniques to increase the company's sales volume.

Recommends products and/or service enhancements to improve customer satisfaction and sales potential.

Ensures projects are completed on time and within budget.

Acts as advisor to sales team regarding projects, task, and operations.

Qualified applicants will have experience interacting with Operations Manager, Dealer Development Manager, Brand Market Manager, Sr. Manager Product Support, Service Manager, Purchasing Manager and Dealer Organizations while reporting to President or CEO of company. Additional information is below:

- . Department: Sales / Reports To: President
 - . Location: Raleigh NC Market
 - . Industries: Manufacturing / Wholesale Trade/Import-Export / Retail
 - . Job Type: Full Time Employee / Exempt
 - . Relevant Work Experience: 5+ to 7 Years
 - . Education Level : Bachelor's Degree or five years related industry experience in sales
 - . Career Level : Manager (Manager/Supervisor of Staff)
- Salary: Base Salary Plus Bonus +full benefits
- . Must be proficient with Microsoft Word, Excel and Power Point



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