

Dairy Sales and Service Representative – Southwestern Ontario

Job Description – Provide sales and service to our current and potential dairy customer base.

Key Responsibilities:

- Direct sales and promotion of products and services with the objective being to grow the customer base and develop client loyalty.
- Make informed feed and management recommendations.
- Able to properly take and interpret feed and forage samples for customers
- Balance rations according to feed data and management systems.
- Working closely with other members of the Jones Sales team in exploring options to grow the feed business.

Skills and Experience:

- Post secondary education with a focus on agriculture preferred.
- Farm or agricultural background
- Familiar with the Ontario Dairy industry
- Intermediate Sales experience
- Ability to effectively communicate, interpret and add value to clients
- Ability to acquire and maintain a customer base.
- Competency in personal computer software, hardware and/or commercial dairy equipment systems.
- Able to work in a team environment with flexibility and little supervision.
- Good driving record.