



CHURCH & DWIGHT CO., INC.

JOB PROFILE

Division: Arm & Hammer Animal and Food Production
Job Title: Ruminant Account Manager
Reports To: Regional Manager

Role Summary

Serve as the primary Arm & Hammer Animal Nutrition representative and manage the relationships in the Beef and Dairy sectors and their network of influencers.

Role Accountabilities and Responsibilities

- Maintain productive business relationships with a strong focus on the dairy sector that result in greater sales of product. With a secondary focus on the beef cow/calf and backgrounding sectors
- Identify and develop relationships with key dairy and beef industry influencers that will allow for further penetration to other operations we are not directly targeting
- Develop and execute territory sales and marketing plans
- Identify and demonstrate the need for our core offerings with key dairy and beef influencers and their customers
- Use account plans to identify and deliver needs of both dairy/beef operations and influencers to support the increased sales of Arm & Hammer products
- Maintain and update targeted operations and influencers in the CRM database system
- Maintain knowledge of industry by attending conferences and workshops
- Ensure overall customer satisfaction and deliver necessary sales results
- Overnight travel required

Education and Experience

- BS/MS/PhD/DVM degree from an accredited institution in one of the following areas: Dairy Nutrition, Beef Nutrition, Agricultural Economics, Animal Science, Ag Finance or Ag Marketing.
- Minimum 5+ years experience selling in the dairy and beef industry.
- Track record of achieving top and bottom line growth results and proactively accomplishing assigned goals and objectives.
- Demonstrated ability to build and maintain strategic customer relationships, handle multiple priorities and work in a self-direct manner.

Skills and Competencies

- Proven territory management and sales in dairy/beef nutrition and/or animal health industry
- Ability to cold-call and sell to established and prospective accounts
- Ability to work and collaborate with regional sales and technical service team
- Strong computer skills including MS Office
- Understanding of basic ruminant nutrition, industry terminology, and production characteristics of large operations
- Must be well organized and detail oriented
- Ability to multiply your efforts through others
- Effective communication and presentation skills. Ability to communicate with people at all levels.