

United Equity, Inc. is seeking an experienced, full-time **Feed Sales Consultant** for our feed mill in Spencerville, OH.

Job Description:

The Feed Sales Consultant is expected to:

- Provide feed services to an established list of customers. This will include promptly placing orders and making timely deliveries.
- Sell United Equity bulk feeds out of Spencerville or Neptune. Our United Equity bagged feeds are also available from both locations and out of Delphos.
- Grow our customer base, create more traffic through our stores, and increase our sales and market share.
- Call on prospective customers/local livestock owners to evaluate existing feeding programs and offer assistance with improving their nutritional programs.
- Work with local FFA, 4-H groups, and other organizations to offer nutritional guidance, enhance the visibility and knowledge of our products, sell our products, and build store traffic.
- Establish new business to business sales of our bagged products.
- Report weekly to the Feed Sales Manager on all calls, visits, and sales.

Other responsibilities include activities consistent with the corporate objectives, purpose, and mission of the company. Employee will assist other departments as needed and will have other duties as assigned by management.

Minimum Qualifications:

- High School diploma or GED plus a strong working knowledge of livestock health and nutrition.
- Strong work ethic, including punctuality, reliability, efficiency, and a dedication to personal growth.
- Excellent communication skills, including responsiveness to requests for assistance in person or by phone, email, and texting.
- Must be able to lift and carry at least 50 lb. bags.
- Must be willing to work overtime as needed.
- Willingness to become a thinking, problem-solving, and contributing member of our team.

Preferred Qualifications:

- Bachelor's degree in Animal Science.
- 2 years of Feed Sales experience and animal evaluations.
- Forklift driving experience or willingness to learn.
- Experience driving a pickup truck with trailer. CDL would be beneficial.
- Strong computer skills, specifically MS Office, plus the ability to learn ration balancing software.
- Ability to network and cultivate relationships that will lead to increased business for United Equity.
- Experience with on-farm interactions in all kinds of weather.

Benefits:

- Wages commensurate with experience.
- Health insurance, Vision/Dental insurance, Life Insurance.
- Paid holidays.
- Vacation time available.

To apply, please send resume to admin@unitedequityinc.com The job is also posted on Indeed and Monster.

For more information about our company, visit us on the web at www.unitedequityinc.com or on Facebook at <https://www.facebook.com/unitedequityinc/>