

Feed Department Manager

Job Description

The Feed Dept Manager will be accountable for the continued development, management, and marketing of the company's feed brands, feed commodities and other feed related products.

Essential Duties and Responsibilities

- Direct the sales and marketing of feed products offered by our company to producers through a collaborative team effort.
- Responsible for the purchasing, logistics and sales of feed products and maintenance of inventories
- Work closely with the Retail Division Manager in developing sales programs and strategies for the feed dept.
- Assist the Retail Division Manager in pricing all feed and feed related products
- Achieve sales goals and execute sales plans within our trade territory
- Manage internal feed dept initiatives and maintain relationships with feed partners.
- Arrange and coordinate the deliveries/logistics of all feed products throughout the trade territory to our retail facilities and customers
- Oversee day-to-day operations of the feed division, while working closely with feed location managers
- Develop, communicate and enforce all feed production and delivery related rules and practices
- Resolve customer complaints quickly and fairly in accordance with company policies as needed
- Understand and ensure compliance with all transportation, environmental and feed production regulations and policies
- Attend appropriate leadership and management training and continuing education sessions
- Support sales/marketing programs & sales goals for strategic products.
- Consults, recommends, sells and delivers, all feed products and feed related products and services in a timely manner.
- Assists sales team/location managers with sales calls.
- Actively gathers and communicates market conditions and trends, customer needs and values, and product gaps in order to allow the business to create or modify product offerings.
- Makes sound and ethical nutritional recommendations in order to maximize profitability for our customers.
- Conducts product training meetings, demonstrations and other informational sessions with customers and sales personnel.
- Communicates with the Retail Division Manager and branch locations frequently.
- Maintains positive customer and employee relations.
- Approachable, relates well to others, engages people, articulates clearly and actively listens.
- Assists location managers/sales personnel in managing all feed inventories, insuring that all feed products are sold before they reach a point of spoilage.

Job Qualifications

- Education and Experience: Bachelor's degree (B.A.) or Associate's Degree (A.A.) in a related field or discipline **and/or** 3-5 years of feed sales or feed management experience; or equivalent combination of education and experience.
- Job Related Skills: Strong understanding of feed products, feed commodities, animal rations and animal nutrition preferred. Knowledge about animal health and all VFD requirements is ideal.
- Computer Skills: To perform this job successfully, an individual must have working knowledge of the internet and programs such as Microsoft Excel, Word, and Outlook.
- Communication Skills: Ability to read, analyze and interpret general business periodicals, professional journals, technical procedures or government regulations. Ability to write reports, business correspondence and procedural documents. Ability to effectively present information and respond to questions from groups of employees, clients, customers and the general public. Exceptional phone etiquette is required.
- Mathematical Skills: Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, rations, percentages, area, circumference and volume. Ability to apply concepts of basic algebra and geometry.
- Reasoning Ability: Ability to apply common sense understanding to carry out instructions furnished in written, oral, or diagram form. Ability to deal with problems and find solutions
- Certificates, Licenses, Registrations: Must have and maintain a valid driver's license and satisfactory driving record.

Supervisory Responsibilities

This position does not have direct supervisory responsibilities.

Work Environment The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. While performing the duties of this job, the employee is frequently exposed to outside weather conditions conducive to the agriculture work environment; including but not limited to heat, cold dust, and wet and/or humid conditions.

Physical Demands The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. While performing the duties of this Job, the employee is regularly required to use hands to write and drive and talk or hear. The employee is frequently required to walk, sit and stand. Requires static strength to lift, push, pull, or carry objects with a minimum weight of 70 pounds. Must be able to tolerate and endure long working hours during peak busy seasons.

Position Type / Expected Hours of Work

This is a full-time position. Days and standard work hours are Monday through Friday, 8am – 5pm, and must have the ability to work extended hours and weekends during certain seasons.

Travel

Travel between locations is expected with this position.

Other Duties

Duties, responsibilities and activities may change at any time with or without notice.

