

Blended Sales Consultant

Job Summary:

New Balance Commodities is the leader in marketing and distributing Co-products throughout the upper Midwest. Our mission is to keep livestock in producer's hands as we know rural communities thrive with livestock. This person will target small to mid-size cattle producers in SW Iowa, SE Nebraska, NE Kansas and NW Missouri.

The Ideal Candidate

The person we will add needs to have the following mindset and thought sequence: "I know I'm good and I have proven it by always being a top producer. I have done my part in business which gave me good experience but all I need now is a place where I can do what I am good at and take complete control of my career, my time, my income, and as a bonus, do something I could wake up excited about each day." If this is you, that "place" could be New Balance Commodities. We are a successful livestock feeding company who takes a 1 on 1 approach with clients. We see the market movement and have a network of suppliers and carriers which leads to success for the ideal candidate. New Balance commodities has a lucrative compensation plan and an environment of fun, success and self-empowerment.

Job Requirements

Those considering applying for this position must be capable of performing the following tasks:

- Understand cattle nutrition and discuss with small to mid-size cattle producers
- Develop custom solutions for qualified prospects and current clients
- Build quality professional relationships within the livestock industry
- Meet blended sales goals that clearly define required behaviors needed to achieve sales targets on a daily/weekly/monthly basis
- Regularly sell cattle supplement and cattle mineral
- Engage in continuous prospecting activities including cold calling, referral generation, networking and other related behaviors designed to sell co-products to livestock producers
- Manage and organize a prospecting calendar that provides a plan for prospecting activities in a given month
- Track prospecting results for accountability purposes and to make adjustments and improvements to prospecting behaviors.
- Execute a professional selling system that is planned and prepared in advance of the sale

Skills & Qualifications

Those considering applying for this position should consider if the following list of skills and qualifications provides a good description of themselves

- Experience earning more than \$50,000 income annually
- Contains high self-esteem and a healthy self-concept
- Highly ambitious and driven to achieve strong client relationships
- Ability to work with limited supervision to chart your own path towards success
- Have a strong passion for consultative work
- Education: Bachelor's degree in animal science
- Have 5 years of successful professional selling experience

If interested, send resume to nick@nbccoproducts.com