

# Senior Sales Executive

## **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 prospect, network, buy and sell co-products to new and existing clients from Central Iowa to Southern Minnesota.

## **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:

- 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.
- Set goals that clearly define required behaviors needed to achieve sales targets on a daily/weekly/monthly basis
- Execute a professional selling system that is planned and prepared in advance of the sale
- Develop custom solutions for qualified prospects and clients
- Build quality professional relationships within the livestock industry

## **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 \$100,000 income annually
- Contains high self-esteem and a healthy self-concept
- Highly ambitious and driven to achieve high income goals
- Ability to work without supervision to chart own path towards success
- Comfortable working in a 100% commission income environment.
- Have a strong passion for sales
- Education: Bachelor's degree in business or marketing, however extensive sales experience may substitute.
- Have 5 years of successful professional selling experience
- Physical: Includes sitting, walking and operating a motor vehicle

**If interested, send resume to [nick@nbccoproducts.com](mailto:nick@nbccoproducts.com)**