



SUWANNEE VALLEY FEEDS, LLC

October 19, 2017

Position: Territory Sales Intern
Location: Trenton, FL
Starting Salary: \$550.00 per week
Holidays: New Years, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, Christmas Day
Vacation & Sick Days: N/A
Starting Date: To Be Determined

Job Description

PRINCIPAL OBJECTIVES OF POSITION

- Work with Territory Sales Manager to identify key producers and maintain a working relationship to develop Forage & Nutrient Management product lines (silage coverings, silage inoculant, consulting, etc.).
- Provide data management support for maintaining CRM database (ProsperWorks) by initiating and maintaining contacts for prospects and customers.
- Complete assigned customer Nutrient Scorecards, Kernel Processing Scores, etc. in support of Suwannee Valley Feeds & Chr Hansen silage inoculant sales.
- Collect silage, feed, and fecal samples for analysis.
- Respond to customer questions, inquiries, and concerns in a timely and professional manner.
- Attend industry events and tradeshow reinforcing Suwannee Valley Feeds' professionalism and customer centric focus.
- Support current marketing efforts branding Suwannee Valley Feeds' products & services.
- Work across product and services lines to gain a strong understanding of the current business model.

AS AN INTERN YOU WILL

- Establish and build effective customer relationships
- Work with customers to enhance their forage testing capabilities
- Work closely with team members to solve complex customer issues
- Work with Sales Representatives to help promote products that better serve customers' needs
- Facilitate customer and business management team communications
- Assist in developing marketing strategy and plans
- Implement promotions and advertising
- Provide observational input to Sales Manager



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REQUIREMENTS:

- Pursuing a 2 or 4-year post-secondary education or 3 years of industry experience
- Position will require 50% travel, mostly in Florida and Georgia
- Knowledge of and experience in Microsoft Word, Excel, and Outlook
- Candidate must have effective multi-tasking skills and ability to prioritize tasks effectively
- Qualified candidate must also have strong communication skills, regular prompt attendance, flexibility, self-motivation, and a willingness to learn
- In addition to being a team player, candidate must be proactive and able to work independently

PREFERRED

- Experience working within the dairy and/or beef industries
- Bilingual (English/Spanish)

REPORTING RELATIONSHIPS

This position reports directly to Suwannee Valley Feeds' Territory Sales Manager

INTERNAL/EXTERNAL RELATIONSHIPS

Internal – Regular contact with management and staff on sales of products & services as well as required reports

External – Regular contact with current & prospective customers and their key influencers (consulting nutritionists, veterinarians, consultants, academics, custom harvesters and crop consultants, etc.)

Suwannee Valley Feeds offers a comprehensive benefit package and strives to offer a positive and productive work environment for employees while delivering quality and service to our customers. We are an equal opportunity employer and it is our policy that all employees and applicants shall be treated fairly, without regard to race, color, religion, gender, national origin, age, disability, marital status, military status or any other category protected by federal, state and local laws. This policy applies to all aspects of the employment relationship, including recruitment, hiring, compensation, promotion, transfer, disciplinary action, layoff, return from layoff, training and social, and recreational programs.

To apply please send your resume to will.lloyd@svfeeds.com