

Dairy Sales Specialist – North America

Relationship management of dairy farming customers leading the process of product selection to installation and post-sales support

About DATAMARS

DATAMARS is a global data solutions company with a 30+ year legacy in animal and textile solutions. Building on our history as a successful RFID identification and data solutions company we bring together products, technologies, and capabilities to put powerful data in the hands of our livestock, pet, and textile customers so they can make better informed decisions, get the right results, and achieve measurable success. In support of the company's mission, **DATAMARS** North American is seeking an experienced **DAIRY SALES SPECIALIST** for the **Eastern United States**.

BENEFITS

- Competitive compensation package; Relocation package available
- Annual Vacation and Sick Leave
- Eleven (11) paid Holidays annually
- Multiple health care options to include HMO, HSA & PPO
- Standalone dental and vision plans
- Short- and Long-term disability
- Company paid life insurance for you and your family
- Supplemental life insurance options available
- Flexible Spending Accounts - Dependent care & Medical
- Aflac - Accident, Critical Illness & Hospital Indemnity
- 401(k) Retirement Plan offering a DATAMARS match of 50% of the first 6% contributed

JOB SUMMARY

The **DAIRY SALES SPECIALIST** is responsible for understanding and developing an assigned territory to maximize and grow revenue and profits by selling **DATAMARS** products solutions to existing customers and acquiring new business.

KEY RESPONSIBILITIES

- Create, execute, and achieve a territory sales plan that meets or exceeds established sales objectives and supports Company revenue and profit targets to include sales to distributors, dealers, ranches, dairies, and feedlots
- Develop an in-depth knowledge of DATAMARS's core products and utilize this knowledge to successfully sell DATAMARS product solutions to new and existing customers in assigned territory
- Communicate with authority in sales, marketing, and financial terms; able to demonstrate how customers can increase profits by increasing the warehousing, sales, and full line support of the DATAMARS product solutions
- Position self as an expert "dairy consultant" with new and existing customers; serves as liaison between DATAMARS headquarters and customers' senior leadership, fully and timely communicate customers' needs and goals, product movement at the warehouse and retailer level, market trends, and competitive information.
- Communicate and meet regularly with existing customers and prospects in sales territory to understand their evolving business needs and position product solutions to meet surfaced needs; facilitate meetings at client facility whenever possible
- Build long-term, productive, and mutually beneficial relationships with existing and new customers

- Continuously expand customer understanding and use of DATAMARS product solutions and capabilities
- Maintain consistent communication and timely follow-up with customers and prospects, and be available and responsive to customer's real-time needs
- Work effectively with internal support departments (Marketing, Product Development) to promote sales for new and existing customers, and to maximize DATAMARS's visibility within the industry as well as professional and trade associations
- Collaborates with Customer Service to ensure efficient and accurate order processing
- Attend promotional events, open houses, field days, grand openings, sales meetings, conferences, tradeshows, and professional association meetings to promote DATAMARS's product solutions and brand
- Utilize Company provided systems to document detailed business activities and maintain customer contact information; data entered according to specified guidelines
- Complete weekly and monthly sales activity reports as assigned and present accordingly to established timelines
- Perform other duties as required to support company objectives

SKILLS & ABILITIES

- Exemplifies accountability for results and how they are achieved
- Results-oriented, tenacious, self-starter who strategically plans for success
- Demonstrates impeccable sales acumen with passion and drive for success
- Excellent communication skills (verbal and written)
- Excellent presentation skills (development and delivery)
- Effective team player with ability to build and maintain positive relationships
- Excellent planning, investigative, analytical, and reporting skills
- Experience inputting and retrieving data to develop and/or nurture leads

EDUCATION & EXPERIENCE

- Bachelor's degree or equivalent experience
- Minimum of three (3) years dairy sales experience; experience in the livestock or similar industry preferred
- Experience selling at C-Suite level, VP or Director
- Demonstrated sales history, new sales history & quota attainment
- Demonstrated effectiveness in new business development and lead qualification
- Ability to work effectively in a remote position with minimal supervision
- Computer functional in Outlook, Word, Excel, PowerPoint
- Extensive travel within assigned territory (50% -75%); travel outside territory may be required intermittently

DATAMARS Culture & Values

- **BE Passionate; Aim to Excel; Respect one another; Strive for Performance; Be Empowered!**
- **Customer Centric:** Solution focused; Relationship driven
- **Innovative:** Delivering advanced integrated technologies to transform sectors
- **Collaborative:** Sharing ideas & collaborating across global teams
- **Competitive:** Market leaders, Goal oriented, Growth focused

EQUAL OPPORTUNITY EMPLOYMENT POLICY

With a head office in Switzerland and market-based operations in over twenty-one (21) countries, **DATAMARS** unites people from diverse sectors, backgrounds, countries, and professions. This proudly diverse and inclusive culture strengthens our collective abilities to make a measurable difference to the profitability and quality of life of customers, the sustainability of sectors and the future of the environment.

DATAMARS provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

Interested candidates are encouraged to apply directly at <https://datamarsinc.easyapply.co>