

PBS ANIMAL HEALTH SALES OPPORTUNITIES

- ***Do you have SALES EXPERIENCE and excel at developing relationships?***
- ***Are you passionate about the LIVESTOCK industry?***
- ***Do you have industry knowledge and experience?***

What will you be doing?

As a Sales Representative, you will have the power to control your own career selling animal health products to livestock producers. You'll apply your selling talents, passion for the industry, and your ability to develop relationships with customers.

You have over 16,000 products to sell your customers with **SAME DAY SHIPPING** from our 68,000sq ft warehouse located in Massillon Ohio.

What does it take to succeed?

- Meet and exceed Sales & Profit Goals that you are actively involved in setting each year
- Strong work ethic and a passion for the livestock and/or dairy industry
- Emphasis on developing existing and new business in collaboration with Sales Management
- Use telephone, computer, and online technology to achieve your goals more effectively
- Commitment to planning key activities to achieve to your sales and profit goals
- Take on the role of a trusted vendor and product solution advisor to your customers.
- Effective use of time, money, and personal effort
- Seek to understand the needs of the producer and identify the products to serve those needs
- Stay current on the products and promotions offered by PBS Animal Health

Do you have what it takes to succeed?

- Excellent character and integrity
- A self-starter personality with passion, and a drive to serve customers and achieve goals
- Disciplined, well-organized, self-confident, and self-motivated
- Eager to learn about new products offered by PBS Animal Health
- Excellent verbal and written communication skills especially with product presentations
- Ability to build growing and long-lasting relationships
- Ability to promote a strong company image and customer preference for PBS Animal Health
- Excel at Product Self-Training and Sales Meetings as provided by our Corporate office

Sales positions available throughout the US. Apply today by sending your resume to kwarrene@rjmatthews.com