



JOB OPENING

Position:	Livestock Equipment Territory Sales Representative
Employment Type:	Full Time
Hours:	
Summary:	<p>Osborne Industries, Inc., is looking for a competitive and self-motivated Territory Sales Representative that will excel in building relationships and achieve a high level of sales of Osborne-branded livestock equipment within the North Dakota, South Dakota, Minnesota, Wisconsin, and Michigan areas.</p> <p><u>Duties & Responsibilities:</u></p> <ul style="list-style-type: none">• Manage assigned sales territory in accordance with the utmost integrity and ethics to maximize sales of Osborne products and services to past, existing, and potential customers.• Execute assigned duties in a professional manner to deliver a positive image of the Company and its products to all customers, employees, and business associates.• Develop, manage, and maintain current account relationships, key account relationships, and business relationships with potential livestock equipment customers within the assigned territory.• Understand customer needs and provide feedback to the company on product performance, program effectiveness, and competitive activity.• Analyze market environment, define and communicate market trends and opportunities, and identify and communicate market intelligence regarding competitive products, practices, and strategies to the Sales and Marketing Department.• Maintain a thorough knowledge of Osborne products, and communicate recommendations for product improvement to the Engineering Department as needed to meet customer requirements.

Osborne Industries, Inc. is an equal opportunity employer.



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	Requirements: <ul style="list-style-type: none"> A diversified base of knowledge with strong technical, mechanical and management skills, and a strong agricultural business aptitude with knowledge of the current swine industry and marketplace. Ability to sell products, programs, and services to livestock producers; develop positive relationships with livestock producers, key customers, and swine industry influencers; and project a positive image of the Company and its personnel to the customers that we serve and to the communities of which we are a part. Ability to take initiative, develop creative solutions to overcome obstacles, troubleshoot, and follow up as required. Ability to drive sales in a difficult and rapidly changing business environment. Ability to work independently with minimum supervision and operate within budget. 		
To Apply: <i>(please send resume and references)</i>			
<u>MAIL:</u> Human Resource Manager Osborne Industries, Inc. P.O. Box 388 Osborne, KS 67473	<u>E-MAIL:</u> hr@osborneindustries.com or hr@osborne-ind.com	<u>FAX:</u> 785-346-2194	<u>TELEPHONE:</u> 1-800-255-0316

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