



---

## JOB OPENING

---

<b>Position:</b>	<b>Livestock Equipment Territory Sales Representative</b>
<b>Employment Type:</b>	Full Time
<b>Hours:</b>	
<b>Summary:</b>	<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, Iowa, Illinois, Wisconsin, and Missouri areas.</p> <p><b><u>Duties &amp; Responsibilities:</u></b></p> <ul style="list-style-type: none"><li>• 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.</li><li>• 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.</li><li>• Develop, manage, and maintain current account relationships, key account relationships, and business relationships with potential livestock equipment customers within the assigned territory.</li><li>• Understand customer needs and provide feedback to the company on product performance, program effectiveness, and competitive activity.</li><li>• 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.</li><li>• Maintain a thorough knowledge of Osborne products, and communicate recommendations for product improvement to the Engineering Department as needed to meet customer requirements.</li></ul>

---

**Osborne Industries, Inc. is an equal opportunity employer.**

---




---

## JOB OPENING

---

	<b>Requirements:</b> <ul style="list-style-type: none"> <li>• 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.</li> <li>• 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.</li> <li>• Ability to take initiative, develop creative solutions to overcome obstacles, troubleshoot, and follow up as required.</li> <li>• Ability to drive sales in a difficult and rapidly changing business environment.</li> <li>• Ability to work independently with minimum supervision and operate within budget.</li> </ul>		
<b>To Apply:</b> <i>(please send resume and references)</i>			
<b><u>MAIL:</u></b> Human Resource Manager Osborne Industries, Inc. P.O. Box 388 Osborne, KS 67473	<b><u>E-MAIL:</u></b> <a href="mailto:hr@osborneindustries.com">hr@osborneindustries.com</a> or <a href="mailto:hr@osborne-ind.com">hr@osborne-ind.com</a>	<b><u>FAX:</u></b> 785-346-2194	<b><u>TELEPHONE:</u></b> 1-800-255-0316

---

**Osborne Industries, Inc. is an equal opportunity employer.**

---