



**natural
biologics**
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Natural Biologics Ruminant Business Development Manager Job Description

Seeking a representative with dairy nutrition industry sales experience to work for an innovative and growing organization that develops and sells all-natural animal health feed supplements.

Duties:

- Sell feed supplement products which support animal health in ruminants, currently primarily dairy cattle.
- Capitalize on existing relationships and form new relationships with independent consultants, veterinarians and company nutritionists to provide product education, technical support and sell products through feed mills and toll-manufacturers.
- Accompany nutritionists and feed sales reps on farm visits to support product use with current customers.
- Manage territory growth by organizing producer meetings, nutritionist meetings, trade shows, conferences, and other industry events.
- Grow and expand the sales territory, starting with a territory close to home and expanding overtime within a multi-state territory.

Qualifications:

- Feed and/or livestock animal nutrition and health knowledge and experience.
- Proven sales abilities, minimum 5 years.
- Excellent verbal and written communicator. Must be able to intelligently communicate with nutritionists, veterinarians, feed mill contacts, and livestock producers.
- Work collaboratively in a small team setting yet have the ability to independently manage own territory with minimal supervision.
- Self-driven and positive attitude.
- Minimum, Bachelor of Science degree in agriculture, animal science, biology, or other related areas.
- The ability to travel overnight as needed, estimating 50-70%.

Company Background:

- 10 years in business and have averaged ~35% growth each year. Profitable.
- Focused on all-natural animal health feed supplements and discovery of innovations in that field.
- Today, ~80% of business is dairy, with growing business in swine and securing a foothold in the poultry industry.
- Exporting to 8 countries currently, registering in several more.
- Manufacturing in PA, OH and IA, and will set up warehousing as the market develops so products can ship directly and more quickly to feed mills.

Compensation & Benefits

- Very competitive salary, with bonus and opportunity to own stock in the company.
- 100% of platinum level health insurance is paid for employee and eventually will include family.
- 401(k) plus company match, early vesting.
- Mileage, travel expenses, internet and cell phone reimbursement.

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