



## PRODUCTION ANIMAL ACCOUNT REPRESENTATIVE

[www.mgk.com](http://www.mgk.com)

MGK's mission is to make life healthier by creating responsible products that protect people and their environments from insects. This company has successfully introduced such products into a wide variety of markets including professional pest control, small and large animal health, specialty agriculture, indoor/outdoor consumer products, and disease vector control.

### **General Description:**

The Production Animal Account Representative will manage the implementation of MGK's sales and marketing strategy at the territory level. The position requires the skill set to aggressively sell MGK products into the marketplace by working directly with distributors, production animal companies and strategic market influencers. The focus of this role is building and maintaining relationships with distributors and other stakeholders to reach key end user accounts as identified by the Animal Health Sales and Marketing Manager, Lance Platt.

### **Principal Responsibilities:**

- Independently implement approved MGK Sales Processes, Strategies and Tactics aimed at growing sales with current users and securing new users
- Utilize Salesforce for sales call planning a minimum of two weeks out, account management and weekly call reports
- Leverage data management tools to identify opportunities and maximize sales within the territory
- Achieve assigned annual goals and objectives
- Manage expenses within the assigned budget
- Improve technology skills including but not limited to computer, Excel, Word and PowerPoint
- Maintain and manage the assigned MGK company vehicle
- Attend and participate in regional and national sales meetings
- Create internal and external presentations that comply with the MGK Brand Standards

### **Desired Qualifications:**

- A highly motivated, self-starter with excellent verbal and written communication skills

- A college degree in Poultry Science, Dairy Science, Animal Science or Ag Business is preferred but not required.
- Greater than five years of sales or Ag business experience
- Demonstrated sales success combined with an enthusiasm for and an understanding of the consultative selling process
- Excellent time management and planning skills are required to maximize customer calls while minimizing travel time. This position may require up to 70% overnight travel.
- A business mindset with an understanding of income statements and balance sheets
- Ability to understand and explain technical information to a non-technical audience
- Proven presentation skills
- Experience in pest control is a plus but not required
- High proficiency in computer use, specifically Microsoft Office and Outlook

**Sales Position Locations:**

MGK is in the process of building its sales team to initially focus on poultry, dairy and other production animal markets. Ideally, one account representative will live in Atlanta to focus on the southeast poultry markets and an account representative will live in St. Louis or Dallas to focus on the central and western regions of the U.S.

**Compensation:**

- Salary commensurate with experience, annual bonus based on performance and company vehicle. Excellent benefits package.

**All inquiries and information will be handled in strict confidence. Interested parties should contact:**

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