DFM, FLAVORS, INOCULANTS, ADDITIVES. RESUME:
TERRITORIES — MFR REP/MILK REPLACERS, A/H, YEAST, animal harvest, fabrication and meat processing activities, and train students to do likewise.

QUALIFICATIONS:
- Demonstrated ability to build and maintain strategic customer relationships, handle multiple priorities and work in a self-directed manner.
- Ability to identify and develop productive relationships with key dairy and beef industry influencers.
- Ability to develop and execute account plans that align with overall regional sales goals and (horizontally) and vertical customer needs.

EDUCATION AND EXPERIENCE
- Bachelor’s degree in Business, Economics, Agriculture, Animal Science, or a related field.
- Minimum 5+ years of experience selling into the dairy and beef industry.
- Prior MSABD experience in dairy or beef success and previous meat science education experience.
- Knowledge of the industry and experience working with projects and the operational procedures of the MSABD is important to the MSABD program.
- Strong sales skills and experience with a high degree of customer focus.
- Excellent interpersonal and communication skills.

The state-of-the-art Meat Science & Animal Biologics Discovery (MSABD) building will be completed in February 2019.

To view the UW-Madison job posting, go to http://jobs.hr.wisc.edu/cw/en-us/search/?job-mail- subscribe-privacy=agree&search-keyword=94481. Position Vacancy Listing identifier is 94481. Application process closes on July 20, 2018 at 11:55 PM. Applications must be submitted by that deadline to be considered. Questions may be directed to Dan Schaefer, MSABD Director, at dmschaef@wisc.edu or 608-445-6852.

Go to www.churchdwight.com to apply.