



Professional Development Contest

Job Option 1: Animal Health Sales Representative

Sales Representatives interact face to face with customers, understand their needs and consult to offer the right solutions. This position will work collaboratively in field sales teams and play a critical role in supporting our customers. The Sales Representative is a key member of the cattle field sales team and plays a critical role in supporting our Animal Health division customer centric business model. This position is responsible for working in their respective territory to understand and identify customer needs, by selling the Animal Health division cattle products. In addition, the Sales Representative demonstrates an understanding of the resources available across the Animal Health division and our distribution partners.

Key Responsibilities:

- Call on and generate demand for Animal Health division products within Food Animal focused customers.
- Communicate about product in a way that's meaningful and relevant to each individual customer; customize discussions and interactions based on understanding of customer's needs.
- Primary point of contact for assigned customers, meet with key personnel/decision makers to understand enterprise structure, customer needs and identify business opportunities.
- Work collaboratively across all species teams to foster our company's approach to enhance knowledge of the entire product portfolio.
- Share with other team members within the region to foster growth and development within the team.
- Identify and select programs/services available within our company's Animal Health division to address customer needs and provide education & training opportunities to accounts.
- Work with leadership and field technical services to develop and deliver relevant offerings that address desired customer needs.
- Articulate and communicate relevant customer, industry, product and market trends appropriately through the organization.
- Implement and execute any and all marketing programs and initiatives.
- Complete all administrative responsibilities of territory management (call notes, expense reports, territory plans, etc.)
- Travel across territory 25 - 50 % of time visiting with existing and potential customers.

Requirements, Experience and Skills:

- Livestock knowledge/experience
- Passion for animal agriculture
- Strong learning ability
- Spanish bilingual preferred
- Excellent interpersonal/communication and presentation skills
- Ability to adapt to a changing environment
- Proficient computer skills including working knowledge of Word, Excel, PowerPoint
- Ability to work independently and also as part of a team
- Ability to travel overnight and some weekend activity
- Preferred Experience and Skills:
 - Past Internships
 - Animal Judging Teams, 4H, FFA, etc.
 - Honors programs, Catalyst programs, etc.



Professional Development Contest Job Option 2: Agricultural Science Teacher

Agriculture Science teachers educate students about agriculture, food and natural resources. Through these subjects, agriculture science teachers educate students on a wide variety of skills, including science, math, communications, leadership, management and technology. Teacher will also advise an FFA chapter and assist in LDE and CDE projects.

Key Responsibilities:

- Conduct an instructional program that educates students about career pathways in agriculture.
- Enhance youth leadership and FFA as an integral part of instruction.
- Provide students with the knowledge and skills necessary to compete in a global economy.
- Remain abreast and inform students about agriculture and agricultural literacy.
- Initiate, facilitate and moderate classroom discussions.
- Create lesson plans that are in conformity with school policy for all courses offered.
- Oversee supervised agricultural experience programs for all students who receive instruction.
- Plan and conduct an organized program of instruction and/or community involvement with adults. This may include, but is not limited to alumni, young farmers and booster clubs. Most of this instruction will be given after school, at night and during the summer.
- Prepare and submit FFA rosters, entries, registrations, etc. promptly and keep an accurate file copy of all records and reports.
- Attend area, state and national training meetings.
- Will include after school, weekend, and summer trips with students to various FFA contests and activities.

Requirements, Experience and Skills:

- Educational teaching experience and/or related degree
- Livestock knowledge/experience
- Passion for animal agriculture
- Strong learning ability
- Ability to instruct students and manage their behavior.
- Spanish bilingual preferred
- Excellent interpersonal/communication and presentation skills
- Ability to adapt to a changing environment
- Proficient computer skills including working knowledge of Word, Excel, PowerPoint
- Ability to work independently and also as part of a team
- Ability to travel overnight and some weekend activity
- Preferred Experience and Skills:
 - Past Internships
 - Animal Judging Teams, 4H, FFA, etc.
 - Honors programs, Catalyst programs, etc.



Professional Development Contest Job Option 3: Beefmaster Ranch Internship

Seeking an individual to assist and observe the overall operations of a large scale cattle ranch located in Texas. Individual will assist with breeding decisions and herd health management for the 250 head purebred Beefmaster herd, as well as typical day to day ranch operations.

Key Responsibilities:

- Procuring material, equipment, feed, cattle, grazing opportunities and resources.
- Communicating with potential customers at sales and events, as well as answering communication in a timely manner via phone and email.
- Management of feedlot health, pasture and ration management.
- Assure timely, accurate, and meaningful operational reporting to company supervisor.
- Coordinate A.I. and flush protocol for all females.
- Oversee herd health protocols and feed rations.
- Assist in marketing seed stock genetics in annual bull sale.
- Oversee and maintain all herd management for weekly feeding and assessment.
- Maintain projects and cattle operations.
- Coordinate registered and commercial cattle management strategies.
- Conduct artificial breeding/techniques and sonogram usage.
- Inspect brush spraying, root plowing, roller chopping/seeding, fence building, pen building and water resource development.
- Keep accurate breeding records to assist with animal registrations.
- Perform basic accounting and contract administration.

Requirements, Experience and Skills:

- Livestock knowledge/experience
- Farm equipment knowledge/experience
- Passion for animal agriculture
- Strong learning ability
- Spanish bilingual preferred
- Excellent interpersonal/communication and presentation skills
- Ability to adapt to a changing environment
- Proficient computer skills including working knowledge of Word, Excel, PowerPoint
- Ability to work independently and also as part of a team
- Preferred Experience and Skills:
 - Past Internships
 - Animal Judging Teams, 4H, FFA, etc.
 - Honors programs, Catalyst programs, etc.