

Grassland Dairy Products, Inc.
N8790 Fairground Avenue
P.O. Box 160
Greenwood, WI 54437
Tel (800) 428-8837
careers@grassland.com
www.grassland.com



JOB NAME

Full-Time

Grassland Dairy Products, Inc. has been a leading manufacturer of butter and dairy ingredients since 1904 and is looking to add a National Sales Associate to our team in Greenwood, WI. With additional facilities across Wisconsin, Nebraska and Utah, Grassland is a key player in the dairy industry dedicated to producing high quality products while maintaining a positive work environment for a driven, talent-filled team of employees.

The National Sales Associate position will be accountable for achieving the company's sales volume and profit objectives in the designated region. The position will be responsible for all channels of trade and it will include managing existing accounts and the securing of new business. Some overnight travel will be required; up to 50%. This position is located at Grassland Dairy Corporate Office in Greenwood, WI.

Essential Duties and Responsibilities:

- Achieve sales volume and margin objectives.
- Broker management. Meet with Broker on regular basis to review performance, assign tasks and strategize for future activities. Conduct bi-annual reviews of market with broker.
- Maintain strong, solid relationships with the customer. Develop relationships with the primary contact and the hierarchy he/she reports to.
- Consistent and thorough utilization of system tools.
- Build and coordinate the execution of individual market plans and quarterly governance structures including: Category/Segment/Operator specific targeting to tactically capture category share in each market.
- Responsible for accuracy of entry of sales deals and is key liaison between customer order process and Grassland support teams

Knowledge, Skills, and Abilities:

- Demonstrated negotiation skills
- Solid written and verbal communications skills to include strong presentation skills
- Demonstrated ability in multi-tasking/problem solving/troubleshooting
- Exceptionally self-disciplined and organized
- Demonstrated solid influential skills
- Solid proficiency in Microsoft Office applications (Word, Excel and PowerPoint)

Education and Experience:

- Bachelor's degree required (in business mgt, finance, economics or marketing preferred)
- Minimum 5 years of successful sales experience of refrigerated products

Above the Rest Benefits:

- Competitive compensation and weekly pay period.
- Zero premium, company-paid health, dental and life insurance.
- Short-term disability.
- Profit sharing plan with 401(k) enhancement, matched.
- On-site health care and wellness initiatives.