AGRI TRAILS COOP JOB POSTING Internal & External

FROM: Lisa Sutton
DATE: 11/9/2026
RE: OPEN POSITION – Livestock Nutrition Solutions Specialist
REPORTS TO: Feed Department Manager

Summary: This role has responsibility to grow market share and revenue for animal feed and nutritional products by acting as a trusted technical advisor, building producer relationships, and designing custom feeding or ration-balancing programs.

Essential Duties and Responsibilities

- Analyze herd/flock health, evaluate total mixed rations (TMR), and design customized nutritional or supplement programs that improve animal performance.
- Manage the full sales cycle (prospecting, relationship building, account growth & retention) for assigned territory.
- Regularly visit farms, feedlots, and ranches to troubleshoot feeding issues, review inventory and evaluate stock health.
- Process feed orders, coordinate timely deliveries, monitor credit/budgets and resolve customer complaints.
- Stay current on animal science research and competitor activity.
- Build strong working relationships with feedmill location managers.
- Work with 3rd party vendors to troubleshoot and streamline operations.

Required Education and Experience

- Minimum: Bachelor's degree in Agri Business, Animal Science or related field of study.
- Preferred: Master's degree in Ruminant/Animal Nutrition
- 3 years of experience in agriculture sales, animal nutrition or feedlot operations
- Valid driver's license, CDL Preferred

**Equivalent Combination of education/experience will be considered.*

If you are interested in applying for this position,
please e-mail your resume to lsutton@agritrails.com.
If you have any questions, please call Lisa at 785-366-7213.