

Our client is a well-established agricultural input supplier in Eastern Ontario that provides complete, high-quality service to farms in the region. The company has recently expanded its operations to include multiple retail locations and increased milling capacity to service a larger market with crop inputs and livestock feed and nutrition. As a Ruminant Business Consultant, working with the Customer Service and Sales teams, you will primarily visit farms to discuss business objectives, herd management and ruminant nutrition. This is a unique opportunity for a self-motivated agriculture professional to provide quality advice to producers while also selling a high-quality portfolio of livestock feed and nutrition products.

Ruminant Business Consultant

Eastern Ontario

Reporting to the General Manager, you will:

- Conduct farm visits to collect samples, ensure customer satisfaction, and provide product consultations on ruminant livestock feed.
- Perform cold calling and follow-up to generate new business and respond to customer inquiries and provide solutions, serving as a liaison between customers and management.
- Formulate new rations and update current ones as requested and provide technical support to the sales team with expertise in dairy, beef, and small ruminant species.
- Enhance customer relationships by providing advice on livestock performance and feed formulations and collaborate with the nutrition team to update product specs and tags.
- Support new product development through customer feedback and market research and maintain and update product knowledge and participate in training sessions.
- Assist in nutrition training for the sales team and field trial experiments.
- Organize and maintain a database of product, customer, and research data.
- Support quality assurance and quality control programs for feed formulations.
- Represent the company at industry events and knowledge transfer sessions.

Your background includes:

- A BSc focused on animal nutrition or animal health, particularly in dairy cows and/or beef cattle.
- 4+ years of industry experience in a technical role focused on dairy, beef, and small ruminant species nutrition, with an understanding of dairy management in Canada is an asset.
- Knowledge of animal health, nutrition, and crop inputs such as fertilizer and soil testing.
- An autonomous, solutions driven professional paired with a strong work ethic, problem-solving skills and ability to communicate effectively with stakeholders.
- Excellent communication, interpersonal, organizational and time management skills.
- Strong work ethic with the ability to work effectively both as an individual and as part of a team.
- Experience with feed formulation software programs (e.g., Brill).

This is a work from home opportunity that requires travel in Eastern Ontario (50-60%) to visit customers, attend industry events, trade shows, and team meetings when required.

LITHERLAND & CO

To learn more about this position and our client, contact Brook Coatsworth at bmc@litherlandco.com quoting **“Ruminant Business Consultant - #240628”** or by phone at 416-868-4888 Ext. 5 for further info.

Litherland & Co. is dedicated to fair and equal opportunities for all applicants. Candidates are selected upon the highest level of equity, diversity, and inclusion across the organization and throughout its hiring process. If you are selected for an interview and require accommodations, arrangements will be made for your convenience throughout the recruitment.