

Our client is a leader in animal feed and nutrition that specializes in producing high-quality products for Canadian livestock farm operations. Focused on creating profitable opportunities for their clients, they continue to grow their product portfolio in the Canadian market. A Swine Specialist supports livestock producers by improving farm operations and profitability through innovative hygiene and animal health solutions. This role is critical in promoting sustainable practices and reducing reliance on antibiotics within swine production. As a key member of a collaborative team, you will provide technical support, build strong customer relationships, and contribute to the growth of their Ontario operations.

Swine Specialist

Western Ontario

Reporting to the Sales Director, you will:

- Work directly with livestock producers to address on-farm challenges, improve farm operations, and promote hygiene and animal health solutions.
- Increase adoption of hygiene-focused concepts, clean water practices, and preventive health products among swine producers to reduce antibiotic reliance.
- Collaborate with customer service teams, product specialists, and the Monogastric Nutrition team to deliver comprehensive support to customers.
- Generate leads and strengthen customer relationships by participating in joint farm visits, technical product demonstrations, and collaborative sales efforts.
- Build expertise in product categories, including water care, sanitation systems, and barn cleaning solutions, with a focus on delivering practical, on-farm benefits.
- Promote the use of service plans to ensure customer access to leased equipment and consumable products for optimal farm performance.
- Oversee equipment installations, such as sanitation systems and dosing pumps, and perform basic troubleshooting or maintenance as needed.
- Plan and execute a dynamic schedule, balancing on-farm visits, sales planning, and introductory customer calls to maximize territory coverage.
- Represent the business at trade shows and industry events, fostering new connections and enhancing brand visibility.
- Maintain accurate records in the CRM system and analyze customer data to identify growth opportunities and improve sales strategies.

Your background includes:

- Demonstrated sales experience with a customer-focused mindset.
- Strong interest in livestock farming, animal health, and learning about agricultural products.
- Mechanical aptitude with the ability to perform basic equipment installations and repairs.
- Solid organizational and computer skills, including CRM systems.
- Excellent interpersonal and communication skills, paired with solid organizational skills

Travel is required throughout Ontario for sales and customer service, while out-of-province travel for company meetings, industry conferences or market development opportunities.

LITHERLAND & CO

To learn more about this position and our client, contact Brook Coatsworth at bmc@litherlandco.com quoting “Swine Specialist - 241028” 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.