

Communications Specialist

Qualifications

- Excellent interview and storytelling skills
- Excellent communication skills, including written and interpersonal skills, phone presence plus clear and concise presentation abilities
- Excellent writing, photography and videography skills
- Ability to organize, prioritize and execute multiple activities simultaneously
- Ability to work in a fast-paced environment, meeting regular, strict deadlines
- Must be comfortable with applicable computer software and other technology, specifically: Adobe creative products such as Premiere Pro, InDesign, Photoshop and Illustrator
- Experience in Adobe After Effects is helpful, but not mandatory
- Ability to work independently, as well as in a team environment
- Must be reliable, dependable and a self-starter
- A positive attitude and a willingness to learn is a MUST
- Must also be a team player
- Willingness to take initiative and ownership in projects is essential
- Must be available to travel up to 20-25% of the time
- EDUCATION/EXPERIENCE: Bachelor's degree in agricultural communications, journalism, broadcast media and other applicable fields, or equivalent work experience
- Must have at least two years of practical experience in a media environment through education, internships or employment

Responsibilities

- Write magazine features, produce video segments and audio news, plus pursue ways to overlap storytelling across several different multimedia platforms
- Develop communications and marketing plans that creatively promote the company and programs
- Collaborate on marketing and promotions projects for all entities and departments
- Assist in the organization of digital content and an inventory of resources to improve accessibility at the website
- Write feature articles for the magazine, newsletter and other content sources
- Write news releases, announcements, and other promotional materials
- Collaborate with the team to build an engaging social media presence
- Design flyers, brochures, advertising and other supporting documents

Benefits

- Employees of enjoy a strong benefits package including medical insurance, dental insurance, vision coverage, life and disability insurance and a 401K
- Personal Time Off (PTO) is also included

****This is just a basic job description for use in your career development contest. Use this to create your resume, cover letter and interview.****

Territory Sales Manager

Job Description

The company is looking for a highly motivated individual to join the team as a Territory Sales Representative. In this role, you will be part of the Midwestern sales team to maintain, grow and improve the brand awareness plus help find solutions to issues faced by customers in the beef industry. Technical transfer, problem solving and product & service-based solutions will be the key to growth. Tasks include but are not limited to, working directly with primary producers on-farm, supporting the feed mill sales channels and nutritionists plus independent consultants and veterinarians. This role is extremely customer centric requiring to find the best management, product, and overall enterprise solutions to bring value to primary producers and businesses alike.

Desired Candidate Profile

- A related PhD, Masters or post-secondary degree
- Sound understanding of the animal agricultural industry.
- Excellent communication skills.
- A healthy curiosity to learn new ideas and skills.
- Organized, enthusiastic, and motivated.
- Positive attitude and ability to work autonomously.
- Drive, confidence, and flexibility are vital.
- Computer literate with up to date IT skills.
- Previous sales success in this sector is an asset.

The Role:

- Sales of products & service to producers and nutrition business such as consultants, veterinarians & the feed industry.
- Planning, executing, and managing a territory business plan within a team environment
- Generate referrals from customer base and network.
- Utilize CRM & Sales Pipeline management system.
- Accurate sales forecasting to ensure effective and efficient stock planning.
- Some travel within the Midwest will be required
- Identifying prospective customers.
- Developing customer based strategic plans for new and existing customers.
- Establishing relationships with individuals at all levels of a customer's organization.
- Making technical sales presentations on programs/products.

This is a full-time salaried position with competitive pay and a comprehensive benefits plan.

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Veterinary Technician

We are searching for a vet tech, that's knowledgeable, self-motivated, and punctual. Seeking a motivated team member who is flexible and communicates well with clients and staff. Our clientele is diverse, and we see a lot of interesting and rewarding cases. We work with predominantly large animals but have some small animal patients as well.

Responsibilities and Duties

- Provide care to all patients with compassion.
- Perform all lab work. Bloodwork, urinalysis, fecals etc.
- Prep/Induce/Monitor all surgical procedures.
- Calculate and administer medications.
- Provide client education.
- Perform Radiology/Digital Dental radiographs
- Perform Dental prophylaxis.
- Effectively admit patients and discharge patients per doctors orders.
- Input patient history and medical notes into patient file.
- Maintain positive relationships with team members and clients.
- Assist with reproductive services including AI and possible ET

Qualifications and Skills

- Veterinary Experience 1 year (Preferred)
- Veterinary Technician 1 year (Preferred)
- Vet Tech Certificate (Preferred)
- AI Certified (Preferred)