

Job Title: Dairy Technical Sales Representative
Report to: Account Manager - West

Native Microbials is a growing biotechnology company based in San Diego, CA.

About Native Microbials

Native Microbials is a leader in advancing the animal health and nutrition industry through advanced science. Harnessing a proprietary technology platform that decodes the microbial ecosystem in and on animals, Native is able to create and deliver world-class products for animals, from animals. With headquarters in San Diego, Native Microbials maintains multiple field and production operations worldwide. Visit [NativeMicrobials.com](https://www.NativeMicrobials.com) to learn more.

The Position and You: The Dairy Technical Field Representative role is to both translate Native's Dairy related microbial datasets and advance / promote the use of Native dairy endomicrobial feed supplements to dairy producers, nutritionists, veterinarians, and milk purchasers. The Dairy Technical Sales Representative specializes in maintaining a strong knowledge of all division products, including the functions and components that enable the products to work. This role will solicit constant feedback on the product usage from both new and existing customers and dairy consumers, and be the point of contact between farmers, farm operations, and the Native sales team.

, supporting brand interest activities to attract customers to Native Microbials products, and ensuring that the division is viewed as bringing value and technical innovations aligned to our strategic focus on *healthy animals around the world*.

Primary Responsibilities:

- Serve as a scientific and technical point of contact to the Native Product Discovery team on matters related to Dairy production, feed management, and veterinary medicine
- Work effectively in a small and collaborative organization, including Sales, Marketing, Supply Chain/Logistics, Product Discovery and Development, and other cross-functional teams
- Ultimately support and educate the Native Dairy sales force and third-party distribution partners in the proper use and application of Native Dairy products and endomicrobial insights in the field
- Collaborate with customer-facing teams on key account management and/or territory account management, including account planning and execution, and customer pain point debugging
- Understand the dynamics of the Dairy business, players and influencers and utilize this information to influence all aspects of Native's commercial strategy in real time
- Be a critical resource during product rollout by creating and delivering technical presentations to inform and educate industry influencers about Native's scientific approach and commercial value proposition

- Provide professional, timely and credible technical support and services to help solve customer problems, ensure proper handling and usage of Galaxis, and maintain exceptional relationships with producers, nutritionists, and the broader dairy community
- Actively participate in professional associations, meetings, conferences, and seminars to develop and enhance personal and company expertise both at the farm level and industry level
- Enhance the professional, scientific, and most importantly customer appreciation and trust of Native Biosciences endomicrobial solutions through ongoing support of customer usage, field trials, and general R&D initiatives (e.g. publications)
- Other duties as needed.

Required Qualification and Experience:

- MSc. or PhD in the Animal Sciences, with a preference for Dairy/ruminant nutrition and health; understanding of microbiology and molecular biology nice to have, not a need to have
- Minimum of three years of experience in the Livestock (preferably, Dairy) and/or agricultural field
- Broad understanding of animal feed industry w/ 10+ years of experience in sales & marketing
- Basic understanding of feed formulation & animal production systems with a focus on dairy operations
- Demonstrated professional sales skills, including effective communication and organizational skills
- Detail-oriented and a solid understanding of technical nature of sales
- Ability to communicate technical information effectively, written and oral
- Service oriented, with integrity and a sense of professionalism
- Quality driven
- General computer skills including working knowledge of Word, Excel and PowerPoint
- Customer first and 'roll your sleeves up' mindset and desire to be present on farm and help support farm operations on a routine and daily basis
- Ownership mentality and results-driven approach
- Ability to collaborate and effectively work within cross-functional teams
- Strong commitment to customer excellence and needs

Preferred Qualification and Experience:

- 5 + years dairy industry sales experience.
- Previous sales experience and demonstration of sales success.
- Passion for the dairy industry
- Bilingual: English and Spanish

Working conditions

- Ability to travel up to 25% of the time

- Minimal international travel required for geographic expansion and product launch efforts
- Occasional weekend requirements for industry meetings, conferences etc.
- This job may bring you in close contact to large and small domesticated livestock, including but not limited to chickens, cows, pigs, and horses. Field work in farm settings is expected and required.

Native Microbials is an Equal Opportunity Employer and offers a competitive salary, bonus, benefits package and wellness program.

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