



FLORADALE FEED MILL LIMITED

Floradale Feed Mill Ltd. is a family-owned feed company who takes pride in providing the finest in quality feeds and service to our Ontario customers in the livestock and poultry industries for over 50 years. Floradale is HACCP certified and endeavours to meet the ever-changing needs of our customers with innovative products and solutions.

It is an exciting time to join the Floradale team where we strive to be an employer of choice in the feed and agriculture industry. You will be proud knowing you are working for a progressive, family-owned Canadian company that truly values its employees, customers and community.

*We are currently seeking a passionate **Poultry Specialist** who will report to the Sales Manager.*

Job Description

- Provide customer care and manage the nutritional requirement for broiler and turkey flocks
- Expand Floradale's market share in the feed industry by prospecting and bringing on new customers and business
- Promote the Floradale brand and why we are the feed supplier of choice in the industry
- Anticipate future business needs by using proactive measures and fostering and developing customer relationships
- Adhere to biosecurity protocols
- Troubleshoot on-farm challenges and suggest potential solutions, with the input of poultry veterinarian and nutritionist
- Identify and monitor business needs to determine trends and arising business opportunities
- Maintain contact with customers and manage their service needs
- Develop budgets, forecasts, and strategies to meet sales targets
- Ensure regular communication with manager, production, nutrition, and accounting support and work with other business areas and departments, as required
- Develop strong relationships with internal/external customers and industry partners.

- Attend customer and industry-related events and meetings

Required Qualifications:

- A minimum of a diploma in agriculture or equivalent work experience
- Knowledge and experience in the poultry feed industry is preferred
- Customer-centric mindset
- Experience administering and adhering to customers biosecurity protocols
- Full understanding of the Floradale products, services, and programs.
- Proven knowledge of the crop cycle of broiler and turkey flocks and the skill required to maximize performance
- Knowledge and experience with the entire workflow of feed formulation, ordering, milling, and delivery processes for optimal operations and customer experience.
- Experience investigating customer complaints and providing recommendations to internal customers and leaders
- Self-motivated individual with a strong commitment toward delivering quality service
- Effective team player with strong interpersonal, communication, and presentation skills
- Strong analytical skills with a desire to learn
- Knowledge of the Microsoft Office (Outlook, Excel, Word, PowerPoint)
- Valid driver's license and ability to travel using a company vehicle

Floradale is an employer committed to offering our employees rewarding work with opportunities for collaboration and career development. We offer a total rewards package that includes a competitive salary, a comprehensive benefits package, and retirement savings.

Floradale is an equal opportunity employer. We consider all qualified applicants for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, Aboriginal/Indigenous status, or any other factors considered discriminatory. If you require accommodation during the recruitment process, we will work with you to meet your needs.

To apply, forward your resume to ffmjobs@ffmltd.com

We appreciate all who apply but only those selected for an interview will be contacted.

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