



Sales and Business Development Executive

Responsibilities:

- Work under general manager of Feed Division
- Oversee Sales and Nutrition Team of 8 people covering Southeast Pa. and New Jersey
- Must have strong knowledge and experience in animal nutrition and agricultural sales
- Must be able to communicate effectively
- Will set Sales and Marketing Strategy
- Help develop divisional budget
- Establish and track goals
- Recruit, hire, train and manage sales team members. Expand team as sales increase
- Oversee compensation and incentive plan
- Provide customer service & trouble shooting
- Responsible for advertising and public relations for feed division
- Other duties and responsibilities as assigned
- Excellent compensation, relocation, and benefits package available for successful candidate
- Little if any overnight travel required

F.M. Brown's Sons is a 5th and 6th generation family managed company located in Berks County, Pa. It is a multi-divisional business with modern manufacturing and sacking facilities for livestock & poultry feeds, small animal and pet foods, wheat flour, and turf and agronomic seeds. In addition, we market fuel oil and coal and have a 520 acre farm where we custom raise dairy heifers and grow hay, corn, soybeans, and wheat.

For more information contact Carl Brown, carlbrown@fmbrown.com or call him at 610-914-1131 or 1-800-362-6455 (in Pa) or 1-800-367-6455 (Out of State).

-All replies held strictly confidential-