



Job Title: Beef Sales Specialist, Allflex Livestock Intelligence

Department: Monitoring Sales

Position Location: Preferably Nebraska, Colorado, or South Dakota

Requisition ID: AQ001001

Allflex Livestock Intelligence, part of Merck Animal Health, is the world leader in the design, development, manufacturing and delivery of solutions for animal identification, monitoring and traceability. Our data-driven solutions are used by farmers, companies and countries to manage hundreds of millions of animals worldwide. By putting intelligent, actionable management information into farmers' hands, our solutions empower them to act in a timely manner to safeguard their animals' health and wellbeing, while achieving optimal production outcomes for a healthy food supply.

As the largest provider of animal identification technology, we meet growing customer needs by providing over 500 million tags for identifying, tracking and monitoring animals every year and we monitor over 5.5 million cows daily, which allows access to real-time, actionable data and insights to help improve or enhance animal management and health outcomes.

With over 60 years of experience and around 1,900 team members worldwide, we have a global network of experts, each with a great depth of experience and unparalleled knowledge, who provide a valuable resource to farmers, companies and countries. Allflex Livestock Intelligence has manufacturing and technology subsidiaries in North America, Europe, Israel, South America, China, Australia and New Zealand. Our products are distributed in over 100 countries.

Through its commitment to the *Science of Healthier Animals*®, Merck Animal Health offers veterinarians, farmers, pet owners and governments one of the widest ranges of veterinary pharmaceuticals, vaccines and health management solutions and services as well as an extensive suite of digitally connected identification, traceability and monitoring products. Merck Animal Health is dedicated to preserving and improving the health, well-being and performance of animals and the people who care for them.

For more information visit <https://www.allflex.global/us/>

Job Description:

Responsibilities to include sales and technical support of our Beef Monitoring products. Sales, basic technical support and on farm implementation.

Key Competencies:

Allflex Monitoring Products

- Develop relationships with sales/tech support personnel
- Educate/train on monitoring technologies, Use of readers, software/apps
- Gain working knowledge of all the major systems including technology, site layouts, sales process. On farm training - tag placement, software applications, giving producer an understanding of the monitoring product and how they can utilize it to better manage operations.

- General knowledge of All Allflex products that may help our customers be successful with monitoring.

Herd Management Software Programs and Allflex products

- Develop relationships with sales/tech support personnel
- Utilize relationships and knowledge to build integrations with herd management software
- On farm troubleshooting/resolution

Distribution – Manage relationships with distribution partners

- Genetic Companies
- Herd management providers
- Animal health distributors
-

Discovery of new areas of product opportunity and/or product Improvement

Qualifications:

Education Minimum Requirements

- Collage degree or higher education.

Required Experience & Skills

- Agricultural background required, preferably in livestock production
- Ability to interact with a diverse group of people to include customers and colleagues
- Confident, proactive and focused problem solver
- Motivated self-learner
- Strong organization and multitasking skills with attention to detail
- Excellent verbal and written communication skills
- Proficient with Microsoft Office tools/programs
- Ability to travel domestically as well as internationally
- Valid U.S. driver's license and passport

If you need assistance and/or a reasonable accommodation due to a disability during the application or the recruiting process, please send a request to staffingaadar@merck.com

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Allflex is an equal opportunity employer, Minority/Female/Disability/Veteran – proudly embracing diversity in all of its manifestations.

Job: Sales (Monitoring)

Travel: Yes, 50% Travel

Shift: N/A

To **Apply Now**, please send your resume to AntelliqJobs@Merck.com with the Acquisition ID included in the Subject.