



The Information Platform for Agriculture

Job Description

Job Title: Director – North American Swine	Date: September 2022
Reports To: COO	FSLA Status: Exempt - Base Salary + Bonus/Sales Incentive Plan

Summary/Purpose:

MetaFarms is in search of a highly motivated Director of North American Swine to lead our growth initiatives by expanding market share and provide industry leading account management focused on relationships and customer satisfaction. This individual will work alongside executive management and be tasked with executing on growth pillar strategies with North American producers.

The ideal candidate will have extensive experience leading sales teams as well as a proven track record selling into and managing relationships with large swine producer operations.

This is a highly cross functional role and will require forming close and trusting relationships with Exec Management, Sales, Support and Product Teams.

This position will have a strong focus on P&L and driving annual revenue growth expectations.

Essential Job Functions:

- Lead MetaFarms' market facing North American Swine strategy.
- Lead, mentor and manage North American Swine Sales Team to achieve sales goals.
- Own and lead Account Management responsibilities with enterprise accounts improving customer experience, ensuring retention and filling white space opportunities
- Contract negotiations on new and existing enterprise accounts
- Creatively drive and execute marketing initiatives and involvement in tradeshow, peer groups and industry forums and securing speaking engagements
- Maintain and develop relationships with key affiliates leading to producer referrals and other line of business leads
- Manage, track and achieve budget for the North American Swine business
- Collaboratively maintain strong working relationship with Client Success Team to ensure industry leading customer satisfaction and retention
- Continuously provide feedback to Product Teams helping prioritize largest return on investment as well as go to market strategy and execution
- Understand and clearly articulate inner workings of pork industry throughout the supply chain

Required Skills and Experience:

- Experience in managing a budget and P&L
- Minimum of 5 years of managing and leading a sales team
- Proven direct sales track record with large scale producers at the decision-making layer
- Minimum of 5 years in successful Account Management role with focus on customer retention and growth opportunities
- Strong presentation skills
- Strong negotiation track record
- Advanced degree in Agriculture related field preferred
- Multi-lingual preferred
- Ability to travel 50%

If interested in this position, please email a resume and references to jobposting@metafarms.com or mail to:

MetaFarms, Inc.
Attn: Human Resources
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