



1525 Bioscience Drive, Suite 4
Worthington, MN 56187

507-343-0386
www.profectuslivestock.com

Territory Manager

[Click Here to Apply](#)

Remote - North Central and Northwest IA, Southeast SD, and Northeast NE

\$60K - \$70K/yr

Full-time

Medical, Dental, Vision, Life, Retirement, PTO

About Profectus Livestock Solutions:

Profectus Livestock Solutions, located in Worthington, MN, is a supplier of high-quality nutrition and animal health products to livestock producers across the upper Midwest. Our staff of veterinarians, nutritionists, livestock specialists and support staff partner with farmers and ranchers to solve problems on their operations by improving animal health, increasing performance, and profitability.

Join our Team as a Territory Manager

We are seeking a dynamic and motivated individual to drive the sales and promotion of our animal health and nutrition products. As the Territory Manager, you will focus on building and maintaining strong relationships with clients and industry stakeholders, meeting their operational needs, and enhancing their livestock management practices. The ideal candidate will leverage their expertise to provide comprehensive solutions that support animal well-being and productivity. This is a remote position with the territory throughout North Central and Northwest IA, Southeast SD, and Northeast NE.

Key Responsibilities

- Compile lists of prospective customers using various sources such as business directories, industry ads, trade shows, and websites.
- Travel throughout assigned territory to engage with regular and prospective customers, soliciting orders both in-person and over the phone.
- Quote prices, credit terms, and prepare sales contracts for orders obtained.
- Estimate delivery dates based on production and delivery schedules.
- Prepare reports of business transactions and maintain expense accounts.
- Collaborate with the sales team to keep account activities and literature up to date.
- Work with clients to meet their operational goals and resolve customer problems with deliveries.



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- Attend and support trade shows alongside the PLS team.
- Participate in weekly sales/team meetings and coordinate activities with Sales, Veterinarian, and Nutrition team members.
- Forecast and report business activity as required.
- Provide production, animal health, and nutrition support to the team.
- Contribute to the development of feed product lines across multiple categories, species, and production stages.
- Collaborate with marketing to generate content for producers and salespersons regarding feed products and offerings.
- Build relationships and influence within key trade channels, including veterinarians, nutritionists, dealers, community builders, and extension and university personnel.

Qualifications

- Bachelor's degree from a four-year college or university; or one to two years of related experience and/or training; or equivalent combination of education and experience.
- Ability to read and interpret documents such as safety rules, operating and maintenance instructions, and procedure manuals.
- Proficient in writing routine reports and correspondence.
- Effective verbal communication skills for presenting to groups of customers or employees.
- Strong mathematical skills for performing calculations and interpreting graphs.
- Common sense reasoning ability to carry out instructions and solve problems.
- Excellent communication skills for developing strong relationships.
- Basic computer knowledge.
- Excellent driving record.

Compensation:

- Base pay with bonus opportunities available.

Ready to Elevate Livestock Care?



prōfectus: progress, success, accomplish



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With PLS, you'll partner directly with farmers and ranchers to revitalize operations through cutting-edge nutrition formulations, custom animal health solutions, and expert guidance that turns challenges into consistent gains. Join our dynamic team of veterinarians, nutritionists, and livestock experts with over 100 years of combined experience — delivering innovative, custom solutions that boost animal health, welfare, and whole-farm profitability for producers across the Midwest.

Apply today! We're an equal opportunity employer committed to diversity in veterinary medicine.

*Position open until filled.



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