

February 1, 2023



Excel Equine Sales Position

Excel Equine in Louisville, KY a dedicated horse feed manufacturer has a sales position available. The sales position is a full time position working primarily in the central Kentucky and southern/central Ohio markets calling on feed dealers, racetracks, boarding stables, show facilities and breeding farms. A great opportunity for a motivated individual who wants to be part of a successful company with great products.

Job Responsibilities:

1. Sales calls on prospects and current customers
2. Develop and maintain a relationship with current customers
3. Weekly monitoring of customers feeds needs.
4. Generate sales leads and cold calls on customers
5. Work with management and nutritionists to better meet the needs of the Excel Equine customer base.
6. Develop and support a dealer network in the listed territory.

Job Requirements

1. Knowledge of the equine industry and the specific disciplines within it.
2. Previous selling experience is preferred.
3. Must have a positive outlook
4. A High School degree is necessary, college education is preferred
5. Good organizational skills are needed
6. Basic computing skills are required and knowledge of marketing principles are preferred
7. Interpersonal skills are required

This position comes with a base salary commiserate with experience, a sales commission based on new sales, company health, dental and life insurance are available. Please respond to Excel Equine LLC, 165 N. Clay Street, Louisville, KY 40202, 502-587-6606. Email kthompson@excelequinefeeds.com