Field Agent

Niman Ranch supports a community of more than 720 independent farmers and ranchers who raise pork, beef and lamb traditionally, humanely and sustainably to deliver the finest tasting meat. Niman Ranch is part of Perdue Farms, a family-owned company heading into it's second century of growth and innovation.

Summary

The Field Agent (FA) position is responsible for a specific geographic region. This position is accountable for recruiting new farmers, maintaining and supporting existing farmers, providing short and long-term projections, auditing to insure farmers are compliant with company protocols and assisting in the contracting process. This position requires strong organizational skills so the Field Agent’s activities are efficiently planned and executed.

This is a home based position based in Indianapolis, IN.

Principal and Essential Duties & Responsibilities

Recruiting & Retention: This position will be responsible for recruiting new farmers (farrow-to-finish and weaned pig finishers) into the Niman Ranch farmers network. Field Agent should actively explore and pursue all avenues to increase the company farmer base to include, but not limited to: feed companies/ co-ops/feed mills, genetic companies, trade events, local banks and leads from existing farmers. Field Agent will work to retain all current Niman Ranch farmers by providing excellent service and communication as well as helping farmers to improve their operations to become more financially productive.

Farmer Contracts: Field Agent will promote Niman Ranch farmer contracts and work during the yearly contracting period to assure their farmers are following the contracting procedure.

Farm Visits: Field Agent will visit each farm in their territory a minimum of four (4) times per year, unless extenuating circumstances require more frequency. This position will physically inventory pigs on each visit, perform audit functions and assist farmer in production improvement.

Projections: Field Agent will provide market hog projections to their shipping manager after each farm visit.

Minimum Education

Bachelors degree in an applicable field of study. In the absence of a degree, 5 plus years of practical swine management experience may be considered. Combination of both is preferred.
Experience Requirements

- 0-3 years experience.
- Must be proficient in Microsoft Office suite of programs and have the ability to learn a web-based database. Computer proficiency is required.
- Must possess extremely skillful communication and organizational skills.
- Maintain a valid driver's license.
- Must have the ability to productively work from a home-based office and perform the travel required within set territory.

Experience Preferred

- Swine production experience, especially centered around farrow to finish is preferred.

Environmental Factors and Physical Requirements

Able to stand for several hours.

Able to lift up to 50 lbs.

Willing and able to work in wet and extreme cold or hot conditions.

Willing and able to work around dust, feathers, animals and various cleaning chemicals.

Perdue Farms, Inc. is an Equal Opportunity / Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or protected veteran status.

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