

Position Announcement: Part-Time Regional Sales Representatives (Commission-Based)

Suther Feeds has spent more than fifty years serving livestock producers with a simple belief: **Your Success is Our Success**. That purpose guides every recommendation we make, every relationship we build, and every product we stand behind. As we continue expanding across the Midwest and Southwest, we are adding **part-time, commission-based Regional Sales Representatives** to strengthen our presence in Southeast Kansas, Western Kansas, Oklahoma, and Northern Texas. Inquiries from additional regions are welcome as we evaluate future territory needs.

These roles are ideal for individuals who enjoy helping livestock producers improve nutrition and management, want flexibility in their schedule, and value continuous learning. If you take pride in building relationships, identifying producer needs, and earning trust through service and follow-through, you will thrive here.

Role Overview

Part-time Regional Sales Representatives develop and support customer relationships, identify new business opportunities, and help producers apply the Suther Playbook to close nutritional and management gaps. Success requires discipline, communication strength, and a genuine desire to help producers improve performance. This is a remote, flexible-schedule position with travel within the assigned region.

Time Commitment & Performance Expectations

This is a part-time, commission-based role with a variable schedule. Time commitment depends on territory size, season, and personal availability. Most representatives average **8–20 hours per week**, with flexibility to scale activity up or down. Performance is measured by consistent activity and customer outcomes—not hours. Representatives are expected to maintain regular in-person contact with producers, build a reliable pipeline, use the Suther Playbook, and document interactions in CTS. A strong performer will typically generate **two new customers per month**, with additional growth from follow-up orders and expanding relationships.

Key Responsibilities

- Build and maintain strong in-person relationships with ranchers, feedyards, and dealer partners
- Deliver dependable customer service and follow-through
- Execute a structured sales approach to grow territory sales
- Assist producers in identifying nutritional, production, and management gaps using the Suther Playbook
- Drive product growth across Cow/Calf, Stocker/Backgrounder, and Finishing segments
- Work independently, manage time effectively, and close new business
- Document customer and prospect interactions using Suther's Customer Tracking System (CTS)
- Participate in company-supported training to expand knowledge of ruminant nutrition and production systems
- Represent Suther Feeds with professionalism, integrity, and alignment to our mission and values

Qualifications Required

- Background in Animal Science, livestock production, or related experience
- Strong communication and relationship-building skills
- Ability to work independently and travel within the region
- Comfort with technology
- Sound judgment, problem-solving ability, and a service-oriented mindset
- Alignment with Suther Feeds' mission, values, and customer-first culture

Preferred

- Experience in feed sales, livestock nutrition, or cattle operations
- Prior success in a sales or customer-facing role

Soft Skills & Cultural Fit

- Professional, dependable, and self-motivated
- Positive, solution-focused mindset
- Strong time-management habits
- Commitment to continuous learning and improvement

Compensation Structure

This is a commission-based, part-time position designed for flexibility and performance-based earning potential. Representatives receive commission on product sales within their assigned territory, access to Suther training and tools, and remote work flexibility.

Territories

Primary focus areas include Southeast Kansas, Western Kansas, Oklahoma, and Northern Texas, with additional regions considered based on interest and opportunity.

How to Apply

Interested candidates are encouraged to submit a résumé including work references.

Contact:

Suther Feeds – Regional Sales Representative Openings

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