



JOB POSTING

Position: Country Operations Certified Energy Specialist
Effective Date: November 11, 2011
Job Code: COSLCES (COCES)
FLSA (Exempt: Y or N): Y
Grade Level: SI1
Business Unit/Division: Energy Petroleum Sales
Location (City/State): Hamilton, MI / Traverse City, MI
Supervisor's Title: Energy Manage

RESPONSIBILITIES:

Hamilton Energy is looking for a **Sales Specialist**. Must be able to make decisions, work independently and in a team environment, and value a safety culture. Candidate must be detail oriented with excellent communication skills both verbal and written. This opportunity has growth potential and offers mobility within CHS.

- Increase sales and profitability for the business through implementation of sales, marketing and consulting services.
- Build and maintain positive working relationships with customers and potential customers.
- Develop new business and grow existing business.
- Advocate all programs of CHS and Hamilton Energy.
- Identify, report and provide consultative services needed.
- Become a Subject Matter Expert: Act as a local technical resource for staff.
- Stay informed on industry trends and information.
- Manage, organize and prioritize multiple projects at one time.
- Advocate, follow and value all safety rules and procedures.
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Training Provided by CHS:

- Product Training
- CHS Sales Training
- National Sales Certification available
- Computer Training on CRM Software
- National Propane Gas Association Certified Employee Training Program Modules

BASIC QUALIFICATIONS

- BA/BS degree in Marketing, Business, Agriculture or equivalent combination of education and experience totaling 5+ years.
- 2+ years outside sales experience to include: presentations, utilizing persuasive negotiation skills, customer service, conflict resolution and working independently
- Proficient in MS Office Suite: Word, Excel and PowerPoint.
- Valid driver's license.

PREFERRED QUALIFICATIONS

- Petroleum industry experience or technical experiences in field.
- Experience developing marketing plans, calculating margins and profit.
- Mechanical understanding of equipment.
- Experience in point of sales retail business.

Hamilton Farm Bureau merged with CHS Inc. in September 2011. CHS offers a Competitive Salary. Benefits include: Health, Dental, Vision, Hearing, Life Insurance, Health and Day Care Savings Accounts, Paid Vacation, 401K, Company Funded Pension, Profit Sharing, Long and Short Term Disability, Tuition Reimbursement, and Adoption Assistance. This position will have opportunity for growth.

CHS is a diversified Fortune 100 company providing essential grain, food and energy resources to businesses and consumers. CHS is a cooperative system owned by farmers, ranchers and their local cooperatives from the Great Lakes to the Pacific Northwest and from the Canadian border to Texas. CHS is an Equal Opportunity Employer.

Please apply online at www.chsinc.com.

For more information, please contact Human Resources at 269.751.1002 or hr@hfb.com.