

Missouri Career Mentor video script



Shannon Maloney

General Sales Manager
Central Dairy

Hi, my name is Shannon Maloney. I am the sales manager for a local dairy. We sell and distribute dairy products – fluid milk, ice cream, cottage cheese, orange juice.

Joys & Challenges

The aspect that I enjoy most about my job is being able to get out and every day you have a different set of challenges ahead of you. Usually, you are on the go, so the scenery is never the same day in and day out. The biggest challenges we have are trying to – in this day and age – fit into the corporate world. There are so many constraints nowadays... liabilities; distribution costs are astronomical right now, so we're trying to create a quality product, give our customers great service and yet keep our costs down, so it makes it very challenging.

Early Interest

My interest in agriculture started when I was younger. I had grandparents who owned a cattle farm, and from there I always had an interest in the outdoors. I went on to college and kind of found a degree that fit my interests as far as general agriculture with a major area emphasis in "ag econ." (agricultural economics) And I have a minor in animal science and agronomy.

Early Influence

How I first got interested in this career path was probably from a man named Kenny Lenz. He is a dairy farmer not too far away from here, and he has also served on the Dairy Farmers of America corporate board. Kenny is a very interesting guy, he's able to communicate so well to his constituents, as well as his neighbor. And he's just been able to be a very versatile person and something that I have always admired in him, and he kind of pushed me along this path as I was growing up and getting older.

High School Classes

Going back to high school, a few classes that probably helped me in my career today ... one would have been creative writing. Being able to look at a situation and come up with a variety of different answers is something that I have to do day in and day out now. Being able to so called 'think outside the box' is something that you have to do on a daily basis. And the other would have to be science, even though I didn't enjoy it that much, it's something that – in my degree – you really need a strong science background. And if you can get through high school and keep an interest in it, it will definitely help you in the long run.

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In Retrospect

If I were to go back, looking at high school, one thing that I may do different would be focus even more so on the science part of it – getting more involved in it. So once you do enter into college, you'll have a more firm foundation, because that is something once you get into this degree, you're going to have to have quite a bit of science. And to have that good foundation coming through high school will definitely be a plus for you.

Advice

If I were to give advice to a student who is interested in a career path such as mine, I would probably say, you know, get involved in outdoor activities. If you are interested in FFA, join it. See how you like it. If you know somebody who owns a farm, ask them if you could help them. Get an interest, get a feel from the ground up, and from that point you will know if that's something you would be interested in doing. But you have to get that initial first step and go from there.

Characteristics

One characteristic that we would probably be interested in would be a person who can communicate well with others. In my job, you have to be able to talk and be able to communicate your point to a variety of different people – all the way from your customer to the C.E.O. of the company.

Memorable Moment

The thing that I am probably most proud of in my career was being able to work with people and get into a market that we were not in at all - we were totally left out of it - and to work inside that market and continue to see it grow. That is probably my personal biggest accomplishment.