

### PHYSICAL DEMANDS ANALYSIS

<b>Name of Job:</b>	<b>Sales Account Manager/ Sales Manager</b>	<b>Employee Name:</b>	
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<b>General Task Description:</b>	Sell livestock feed products to clients, locate and develop relationships with new clients, market feed products to current and potential clients, maintain knowledge of feed industry and new products and procedures, educating clients on the benefits of Masterfeeds products.
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<b>LEGEND</b>
0 – Never Performed
1 - Sometimes Performed
2 – Performed Occasionally (less than 1 hour per day)
3 -Frequent and/or repetitious (for 1 to 3 hours daily)
4 Maximum job requirements (Over 3 hours per day)

<b>ENVIRONMENT</b>
TEMPERATURE: Normal Non-Air Conditioned Temperature change with weather conditions
LIGHTING: Normal
P/P/E REQUIRED: N/A
PHYSICAL HAZARDS: Dust (limited) Driving OTHER When visiting farms, must follow biosecurity measures, wear suitable clothing, Sitting for prolonged periods of time can be a major cause of back pain, cause increased stress of the back, neck, arms and legs and can add a tremendous amount of pressure to the back

SITTING	Chair	0	1	2	3	<del>4</del>
STANDING		0	1	2	<del>3</del>	4
WALKING	Level Surface	0	1	2	<del>3</del>	4
	Uneven Surface	0	1	2	<del>3</del>	4
CLIMBING	Ladders	<del>0</del>	1	2	3	4
	Other	<del>0</del>	1	2	3	4
REACHING	Forward	0	<del>1</del>	2	3	4
	Overhead	0	<del>1</del>	2	3	4
BENDING	Stooping	0	<del>1</del>	2	3	4
	Crouching	0	<del>1</del>	2	3	4
	Kneeling	0	<del>1</del>	2	3	4
	Twisting	0	<del>1</del>	2	3	4
LIFTING	From ground level	0	<del>1</del>	2	3	4
	From waist level	0	<del>1</del>	2	3	4
	Above waist level	0	<del>1</del>	2	3	4
LIFTING REQUIREMENTS	Up to 10lbs	0	<del>1</del>	2	3	4
	10 to 25lbs	0	<del>1</del>	2	3	4
	25 to 50 lbs	0	<del>1</del>	2	3	4
	Over 50lbs	0	<del>1</del>	2	3	4
MOBILITY	Carrying	0	<del>1</del>	2	3	4
	Pushing	0	<del>1</del>	2	3	4
	Pulling	0	<del>1</del>	2	3	4
	Finger Dexterity	0	<del>1</del>	2	3	4
	Hand Grasping	0	<del>1</del>	2	3	4
CARRY, PUSH/PULL REQUIREMENTS	Up to 10lbs	0	<del>1</del>	2	3	4
	10 to 25lbs	0	<del>1</del>	2	3	4
	25 to 50 lbs	<del>0</del>	1	2	3	4
	Over 50lbs	<del>0</del>	1	2	3	4

<b>Types of machines, equipment, tools and work aids required to perform occupations:</b>	
Computer, telephone, fax, scanner/copier	
<b>Vehicles or equipment driven at work:</b>	
Travel in vehicle extensively to seek sales opportunities and provide customer service.	
<b>Repetitive motions required (@ wrist, shoulder, hip, knee, other):</b>	
While working on the computer, repetitive hand movements can lead to shoulders, elbows, wrists and hands injuries as well as joint pains.	