

Elizabeth Nelson brings a deep personal understanding of the dairy industry to her role at Animal Health International, where she is based out of the Sioux Center, Iowa, office. Her background is rooted in hands-on calf care along with experience beyond the farm, giving her a well-rounded perspective shaped by years of practical work and intuition. For Nelson, the work was demanding, but also deeply fulfilling, especially in those moments when care and persistence paid off. “If I had a really sick calf but was able to get it through the illness and get it back in the herd, it was incredibly rewarding.”

Today, that experience shapes how she connects with the producers she supports every day. As a sales representative, Nelson offers more than product recommendations; she brings firsthand knowledge from her time in the field. “I can relate to all our dairy producers. Sick calves, sick animals, what products might work, what doesn’t – I’ve been there,” she said. That shared perspective helps build trust and foster meaningful conversations. It also reinforces her deep respect for the people behind the work. “They’re very, very hard-working and very humble people,” Nelson said, a sentiment that reflects both her appreciation for the industry and the relationships she continues to build within it.

