

Alta Genetics Training Specialist

About the Job

The Alta Genetics Training Specialist works within the Global Alta Training Team, and will be based in Watertown, WI. The Training Specialist will create and implement global training programs in areas such as sales negotiations, product and program knowledge, and dairy management that increase the skills and confidence of our Alta staff to create value, build trust, and deliver results for Alta's target market, the progressive dairy producer.

Responsibility will reach across Alta's domestic and international markets, requiring effective teamwork with sales managers from around the world to set and implement development priorities. This challenging position will also be responsible for the growth of the AltaU Dairy Manager School, which enrolls dairy managers for intensive study and practice using tools and techniques to maximize progressive dairy performance. The Training Specialist will report to the Training Program Manager.

Primary Responsibilities

- Develop curriculum, implement and monitor trainings and training follow-up
- Determine training needs by traveling with sales staff, observing sales interactions, studying sales processes and conferring with sales managers
- Improve training effectiveness by developing new approaches and case studies, being available for application, and developing outcome improvement resources
- Develop individual coaching plans for training follow-up
- Manage and grow AltaU Dairy Manager School
- Identify external experts and build and maintain relationships with external trainers
- Create testing and evaluation processes
- Maintain advanced level of skill in effective training methods, curriculum development and delivery and training exercises to support excellence in educational programs and outcomes

Skills and Qualifications

- Motivated to influence others with high energy
- Self-confident
- Tremendous communicator
- Strong decision-making skills
- Exceptional critical thinking skills
- Excellent organization skills
- Business-orientated with focus on creating value for clients
- Training experience is preferred
- Sales experience is preferred
- Able to travel 30% of the time

How to Apply

Interested? Email cover letter and resume to Molly Sloan, Alta Genetics Training Program Manager at msloan@altagenetics.com