

Cooperative Resources International

POSITION OPENING

Title: Beef Area Sales Manager
Accountable to: AVP, U.S. Beef Marketing & Sales
Location: Northern California, Central Oregon, Idaho

Position Objective

Genex Cooperative is seeking a Beef Area Sales Manager to lead and direct the beef cattle product and service marketing programs in the established areas. The successful candidate will oversee the development of staff and Independent Contractors to ensure a growth in sales, have an expanded knowledge of the A.I. industry, and the ability to provide service to members and customers of the cooperative.

Major Areas of Responsibility

- Be accountable for the recruitment, training, and development of qualified employees and Independent Contractors
- Be accountable for the management of contribution margins acceptable to meeting the departments profitability goals
- Establish sales marketing plans and yearly activities to achieve and exceed budgeted sales goals of semen and service
- Emphasize market share growth for units through yearly marketing plans
- Ensure proper administration and compliance of the Credit Policy for Independent Contractors and staff
- Develop goals and plans for achieving product sales
- Develop member/customer relationships and implement plans to increase membership

Qualifications

- 3-4 years of related experience; degree in Animal Science is preferred but not required
- Must be willing to travel up to 50% of the time
- Ability to successfully manage multiple projects, including all aspects from establishing objectives, developing and executing action plans, meeting goals on time and within budget, and interpreting data and results.
- The successful candidate will work in a team environment to maintain and grow sales. The candidate will be a leader with the strong ability to negotiate and have exceptional computer skills.
- Must have excellent people and communication skills.

If interested apply on line to www.crinet.com/careers.