

DISTRICT BUSINESS MANAGER

ABS Global, Inc., the world leader in bovine genetics and related products and services, is currently seeking a District Business Manager to lead an established, high achieving team of sales people. This position is responsible for the development of effective sales plans and management of sales and reproductive staff in the Central and Northern areas of Wisconsin but will ideally live in the Green Bay area.

Your experience and capability in managing all aspects of a large territory is what we are looking for. You'll know how to maximize operating profit and revenue from the district by creating, establishing and delivering successful sales plans. Your solid business background will allow you to quickly grasp current sales models, analyze them and implement modifications to meet local market demands. You'll also be a skilled, charismatic, customer-centric team leader and team builder, willing to embrace the role, have fun and challenge the norm when necessary.

You will thrive on leading and developing the team of sales people who are accountable for acquiring, developing and maintaining long term, profitable client relationships. You will be responsible for the talent acquisition, development and succession planning of this team. Developing partnerships to identify new business opportunities across the district but will focus on the Green Bay area.

The best candidate will possess a degree in Agriculture or related business field with at least 5 years sales, management and/or marketing experience. Dairy industry experience is preferred. Demonstrated ability to manage a geographically dispersed business and employee base and identify opportunities to establish and build relationships.

ABS Global, Inc. is a growing global organization that offers many professional opportunities, comprehensive range of incentives and benefits and an environment where personal development is actively supported. If you are interested in playing a key role for one of the most innovative and highly regarded companies in our industry, submit a resume with salary requirements to:



ABS Global Inc
ATTN: Recruiter
1525 River Road
DeForest, WI 53532
Fax: 608 - 846 - 6442
Email: nam.hr@genusplc.com
Equal Opportunity Employer