

Cooperative Resources International

POSITION OPENING

Title: DHI Regional Sales Manager

Location: Green Bay, WI

Position Objective

AgSource Cooperative is seeking a qualified applicant to fill the position of DHI Regional Sales Manager. In this position, the successful candidate will plan, direct, and/or conduct activities to achieve regional and cooperative goals while maintaining a high degree of member satisfaction. In addition, this person will need to maintain sales programs that is economically efficient and consistent with growth objectives.

Major Areas of Responsibility

- Prepare annual sales forecast and budget for the region. Be accountable for achievement of budgeted financial goals and sales goals defined in the annual plan
- Maintain reliable and consistent DHI service to members within the region and cooperative.
- Manage communications and contacts with AgSource membership, customers and future prospects through the use of Contact Relations Management software.
- Monitor and adjust service routes and work level for DHI Field Technicians to maximize operating efficiencies
- Hire, train, direct, and evaluate all DHI Field Technicians
- Coordinate with DHI Services Representatives in service and support to DHI herds using electronic data interfaces
- Manage accounts receivable balances

Qualifications

- An Associate's or 2 year degree in a related field with prior management experience.
- Excellent computer skills and strong problem solving skills
- Ability to successfully manage multiple projects, including all aspects from establishing objectives, developing and executing action plans, meeting goals on time and interpreting data and results.
- Ability to work in a team environment as well as possess effective communication skills.
- Excellent people and communication skills are a must

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