

Cooperative Resources International

POSITION OPENING

Title: Dairy Account Manager

Location: California

Position Objective

Genex Cooperative is seeking a Dairy Account Manager to work with our team of Dairy National Account Managers to maintain and grow sales within large herds throughout the U.S. The successful candidate will coordinate with local staff a strategic plan on maximizing the Genex growth opportunities with these accounts.

Major Areas of Responsibility

- Develop and maintain sales with strategic accounts as assigned
- Implement strategic sales strategies to achieve budgeted goals by developing a marketing plan for each large herd assigned
- Establish direct owner contact with key dairy herd owners/managers
- Pursue long-term contractual arrangements with accounts
- Record and communicate account interactions and activities that provide for timely follow-up and member satisfaction
- Manage cooperative assets through sound business management practices by managing and planning expenses to stay within budget guidelines

Qualifications

- Bachelor's degree in Dairy Science or related degree; ability to speak and write Spanish is a plus
- Previous experience in the Dairy Industry with a successful sales career
- Strong communication and organization skills with the ability to build customer relationships and close on sales
- Willingness to develop both personally and professionally

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