

Genex Cooperative

POSITION OPENING

Title: Dairy Account Manager & Consultant

Accountable to: Director of Strategic Accounts

Location: Florida/Georgia

Position Objective

GENEX is seeking a Dairy Account Manager & Consultant to maintain and grow sales within large herds.

Major Areas of Responsibility

- Develop and maintain sales with strategic accounts as assigned to achieve budgeted goals
- Grow sales in terms of both volume and dollars of semen, units of semen, and products
- Develop marketing plans for each large herd and regularly evaluate herd strategy
- Establish direct owner contact with key dairy herd owners/managers
- Ensure delivery of products and services are in a timely and acceptable manner
- Serve as a GENEX reproductive and genetic expert by delivering reproduction and genetic value added programs to strategic accounts to assist herd owners/managers make profitable decisions
- Utilize and maintain CRM to document account information, interactions, and activities
- Coordinate with local field marketing staff on a strategic plan for each account.

Qualifications

- Bachelor's Degree in Dairy Science or other related degree and have a successful sales career in related dairy fields
- Is bilingual in English and Spanish
- Must have knowledge of reproduction physiology, estrus behavior, and artificial insemination technique
- Must have excellent people skills and ability to analyze on-farm data
- Ability to work in a fast-paced, team environment as well as possess effective communication skills
- Willingness to grow and develop both personally and professionally.

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