

Cooperative Resources International

POSITION OPENING

Title: Dairy Account Manager
Accountable to: AVP, U.S. Strategic Marketing
Location: South Dakota/Minnesota

Position Objective

GENEX is seeking a Dairy Account Manager I 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