

Cooperative Resources International

POSITION OPENING

Title: Dairy Area Sales Manager

Location: Texas

This position is 100% dairy emphasis.

Position Objective

GENEX has a position opening of Dairy Area Sales Manager. In this role, the successful candidate will lead and direct the cattle breeding product and service marketing programs in a designated area. They will oversee the development of personnel to become valued employees in the region and help reach financial budgets of the sales area.

Major Areas of Responsibility

- In conjunction with sales teams, sell GENEX semen, service and products.
- Achieve budgeted sales results through growth in market share.
- Provide leadership to all staff in the areas of business development/growth and customer service.
- Recruit and coach qualified staff to provide sales and service to GENEX customers and members.
- Provide support to sales team through GENEX value-added programs.
- Handle daily administrative duties

Qualifications

- A Bachelor's degree or equivalent job experience in the AI industry.
- Ability to successfully manage multiple projects, including all aspects from establishing objectives, developing and executing action plans, meeting goals on time and within budget, and interpreting data and results.
- The successful candidate will work in a team environment to maintain and grow sales. The candidate will be a leader with the strong ability to negotiate and have exceptional computer skills, as well as effective communication.
- Excellent people and communication skills are a must

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