

Cooperative Resources International

POSITION OPENING

Title: Regional Manager
Accountable to: Director of Field Services and Outreach
Location: Northeast WI

Position Objective

AgSource Dairy is seeking a Region Manager to direct, coach and lead field employees through activities that will support and achieve the sales growth and margin objectives of the Northeast Region and AgSource, as well as provide customers with superior on farm service. The Region Manager will be responsible for preparation and achievement of annual budget and growth targets of AgSource products and services.

Major Areas of Responsibility

- Preparation and achievement of annual budget, as well as monthly monitoring and review of monthly financial and performance information. Development of area goals and metrics that will support overall budget, and responsibility for any adjustments needed
- Direction, coaching and leadership of field employees within region to ensure that superior customer service is provided to all members and potential customers. Be responsible for recruiting, hiring, training and scheduling qualified personnel to staff region, as well as all other administrative duties
- Management of region and employee equipment and supply inventories, assets, and required reporting of department retirements and transfers.
- Responsibility for the management of accounts receivable within region, and working with appropriate staff to ensure that members and customers comply with the AgSource credit policy.

Qualifications

- Minimum of a Bachelor's Degree or 5-7 years successful experience in similar position; Degree in Business Management, Organizational Leadership a plus
- Communication, organization, time management and people skills are a must
- Previous supervisory or leadership experience a plus
- Thorough understanding of Microsoft Office products and comprehensive computer skills
- Understanding of the Dairy Herd Improvement (DHI) and general dairy industry a plus
- Knowledge of dairy farming operations, management software, and industry related technology trends
- Ability to work collectively as a team, as well as independently, to ensure objectives of position are met
- Strong ability to negotiate

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