

Cooperative Resources International

POSITION OPENING

Title: Senior Dairy Account Manager

Location: California

Position Objective

GENEX is seeking a Senior Dairy Account Manager to provide direction and lead a team of Account Managers to maintain and grow sales within large herds.

Major Areas of Responsibility

- Be accountable for the development of sales in herds as assigned to Account Managers
- Establish direct owner contact with key dairy herd owners/managers identified in order to develop relationships and maintain sales
- Develop marketing plans for assigned herds and pursue long-term agreements with accounts
- Evaluate and determine staff needs in order to advance strategic marketing plans, complete employment reviews, and demonstrate leadership and understanding by assisting staff through HR activities and policies
- Develop and maintain a network of industry relationships.

Qualifications

- A Bachelor's degree in Dairy Science or related field with prior marketing experience
- Ability to successfully manage multiple assignments, 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