

Cooperative Resources International

POSITION OPENING

Title: Solutions Advisor

Location: Negotiable

Position Objective

AgSource Dairy is seeking an AgSource Solutions Advisor to lead, direct and conduct sales activities within the Dairy division that will support the growth and margin objectives of the cooperative, while providing value and improved profit potential to the customer.

Major Areas of Responsibility

- Sales activities that support the growth and margin objectives of AgSource Dairy field services, diagnostics and herd management supply products
- Lead a team of AgSource Solutions Representatives and be responsible for all supervisory roles of team
- Establish direct owner contact with new and existing customers in order to develop and maintain sales
- Coordinate with AgSource Dairy staff to develop and execute marketing plans on key accounts
- Provide training to staff on sales tactics and practices for new and existing products that aim at maximizing growth within the Dairy division.

Qualifications

- Communication and people skills are a must
- Organizational skills are critical
- Degree in Agriculture or equivalent experience within the dairy industry
- 2 years direct sales experience required
- Experience in the Dairy Herd Improvement (DHI) industry is a plus.

Additional Qualifications:

- Knowledge of dairy farming operations, management software, and industry related technology trends
- A thorough understanding of Microsoft Office products and comprehensive computer skills
- Ability to work independently and in a team environment
- Strong ability to negotiate
- Travel commitment is heavy, with some overnights required

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