

Job Title: Dairy Account Manager and Consultant

Location: New York or Pennsylvania

PR or FT: Full time

Link: <https://urus.referrals.selectminds.com/genex/jobs/dairy-account-manager-and-consultant-365>

Position Objective

GENEX is seeking a Dairy Account Manager & Consultant to cover the areas of New York (Finger lakes Region) and Pennsylvania to maintain and grow sales within large herds. To also coordinate with local staff a strategic plan on maximizing the GENEX growth opportunities with these accounts. Also, 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 to achieve budgeted goals
- Grow sales in terms of both volume and dollars of semen, units of semen, and products
- Develop marketing plans for each large herd and regularly evaluate herd strategy
- Establish direct owner contact with key dairy herd owners/managers
- Ensure delivery of products and services are in a timely and acceptable manner
- Serve as a GENEX reproductive and genetic expert by delivering reproduction and genetic value-added programs to strategic accounts to assist herd owners/managers make profitable decisions
- Utilize and maintain CRM to document account information, interactions, and activities
- Coordinate with local field marketing staff on a strategic plan for each account

Qualifications

- Bachelor's Degree in Dairy Science or other related degree and have a successful sales career in related dairy fields
- Must have knowledge of reproduction physiology, estrus behavior and artificial insemination technique
- Must have excellent DC 305 software skills; ability to work with on-farm software and analyze data
- Ability to work in a fast-paced, team environment as well as possess effective communication and people skills
- Willingness to grow and develop both personally and professionally