

**Job Title:** Dairy Area Account Manager

**Location:** Twin Falls, ID (could be in the Eastern WA or OR/Northern UT area)

**PR or FT:** Full time

**Link:** <https://urus.referrals.selectminds.com/genex/jobs/dairy-area-account-manager-374>

### **Position Objective**

GENEX is seeking a Dairy Area Account Manager in the Twin Falls, ID area to work with the team of Dairy Account Managers to maintain and grow sales within progressive herds throughout the United States. Also, to coordinate with all stakeholders a strategic plan on maximizing the GENEX growth opportunities with these accounts and participate in all required training relevant to this position. This position will also lead and direct the cattle breeding product and service marketing programs in the area in a manner consistent with the cooperative mission and strategic plan, achieving key performance goals.

### **Major Areas of Responsibility**

- Work with team of Dairy Account Manager and Consultants to maximize sales.
- Grow sales in terms of both volume and dollars of semen units of semen and products in assigned herds, while working within established guidelines pertaining to pricing and inventory.
- Work with Director of Strategic Accounts and AVP to ensure account herd assignments provide the best use of resources to ensure account marketing goals are achieved.
- Develop marketing plan for each assigned account and communicate plan to GENEX stakeholders involved with the account.
- Pursue long-term agreements and build long term relationships with assigned accounts.
- Complete employee coaching sessions accurately and timely. Maintain employee documentation for reviews and for disciplinary action.
- Record and communicate account interactions and activities that provide for timely follow-up and member satisfaction.
- Develop network and relationships with industry professionals to strengthen GENEX in the marketplace.
- Participate in activities with other GENEX and URUS divisions to develop synergies and build market presence.
- Be accountable for the Credit Policy administration and field staff compliance.

### **Qualifications**

- Bachelor's Degree in Dairy Science or other related degree and have a successful sales career in related dairy fields
- 2 or more years of prior sales or dairy background
- Must have excellent DC 305 software skills; ability to work with on-farm software and analyze data
- Self-motivated with the ability to work independently and as part of a team
- 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