



## **US Dairy Strategic Account Manager**

The Strategic Account Manager will work as part of a team providing expert technical reproductive, genetic, and dairy consulting services to dairies and sales representatives.

The objective of the Strategic Account Manager role is to demonstrate the value of the STgenetics programs and product offerings to increase and maintain sales for the U.S. Dairy Sales team. Individuals in the Strategic Account Manager role will function as integral parts of the U.S. Dairy Sales team to help identify and acquire targeted accounts, utilizing their skills to support STgenetics needs in the sales region, he/she will primarily focus efforts to expand business within the U.S. for genetics, genomic testing, diagnostics, and other future products.

**Location:** Northeast/Midwest/West USA

**Reports to:** Benjamin Voelz, US Dairy Technical Service Manager

### **Responsibilities:**

- Increase sales as part of a team by identifying new prospective herds, demonstrating value proposition, and providing outstanding reproductive, genetic, and farm management consultation to optimize profit of our customers
- Support the U.S. Dairy Sales Team in maintaining current clients via records analysis, relationship building, and expert on-farm consultation. Also, a successful candidate will assist the sales team in prospecting new clients with a focus on large, progressive dairies.
- Build STgenetics image on the dairy as a respected part of the dairy management team, helping build profitability through genetic progress and optimized reproductive success
- Develop written, digital, and other training materials to promote STgenetics as a leader in optimizing profitability for dairies on their genetic, reproductive and management programs
- Build on-farm appreciation and knowledge of genetics and STgenetics technologies in dairy and dairy x beef

### **Qualifications:**

- MS or PhD/DVM degree in animal science or related field preferred but not required.
- Experience with Microsoft Office products and dairy record analysis programs such as PC Dart, Bovisync, and Dairy Comp 305. Experience with other dairy related programs and technologies preferred
- Outstanding communication skills in English is required, ability to communicate in Spanish desired
- Knowledge and experience with large dairy operations
- Ability to travel locally, regionally, and nationally as needed.

### **Competencies:**

- Communication and interpersonal proficiency.
- Business acumen.
- Ability to motivate and lead a team.
- Strategic planning ability.

- Self-motivated.

**Work Environment**

Position is remote. Location for an ideal candidate is negotiable.

**Physical Demands**

- Ability to speak and hear customers and/or employees via phone and in person
- Body motor skills sufficient to enable incumbent to walk and navigate large dairy facilities on foot.

**Position Type/Expected Hours of Work**

Hours may vary and will require some evening and weekend work depending on business need.

**Travel**

- Regular travel through your area will be required up to 50% of the time
- Ability and desire to travel via air domestically. Opportunities for international travel are also possible but not required.

**Preferred Education and Experience**

- M.S or PhD/DVM in animal science or a related field preferred
- B.S. degree in animal science or related field but not required with relevant and applicable experience

**AAP/EEO Statement**

*Inguran LLC dba ST Genetics dba Sexing Technologies provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, Inguran LLC dba ST Genetics dba Sexing Technologies complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.*

**Other Duties**

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

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For more information and to apply, [click here](#).

For questions or issues with the application, reach out to [HR@STgen.com](mailto:HR@STgen.com).