

EastGen is growing our Solutions team. Are you passionate about the dairy industry, want to join a winning team and committed to farmers first? EastGen is proud of our leading team of the best trained, most knowledgeable staff in dairy genetics. We are looking for the next generation of industry leaders to join our team.

**Key Areas of Responsibility:**

- Using the Semex Solutions approach and technologies, provide regular on-farm consultation to build and enhance EastGen business by identifying producer goals and assisting them to make decisions based on reproductive data
- Coach sales staff to use the Semex Solutions approach to discuss reproductive and herd management practices
- Increase customer knowledge and awareness of the benefits of better reproductive management
- Benchmark key accounts and provide proactive analysis to assist sales team to build the business
- Develop and support the Semex ai24 activity monitoring business
- Make presentations as required at industry events and actively participate in tradeshow, farm shows, barn meetings, zone meetings, and youth events for the purpose of promoting EastGen products, services and solutions.
- Seek and transfer new ideas/opportunities to both the company and our clients

**Required Competencies:**

- significant direct experience working in the dairy industry
- in-depth knowledge of the industry, genetics, and EastGen's products, services and technologies
- strong analytical and computer skills including working knowledge of Dairy Comp 305 and other industry tools/technologies
- excellent verbal and written communication skills
- demonstrated solution sales approach and relationship management skills
- strong public relations and presentation skills and a professional, positive attitude
- a diploma or degree in Agriculture or equivalent education and experience, and willingness to travel throughout Central Ontario and the Atlantic Provinces

**Perks:** EastGen, a leader in the industry, offers a progressive, challenging work environment with a competitive compensation package including performance bonuses. We are committed to professional development and provide ongoing training opportunities to build on our strengths and develop our talent.

EastGen encourages people with disabilities to apply for open positions. Accommodations will be available upon request for candidates participating in the various stages of the recruitment process. Please contact: [careers@eastgen.ca](mailto:careers@eastgen.ca).

Submit application by: **June 7th, 2019**

Email: [careers@eastgen.ca](mailto:careers@eastgen.ca) or Fax: **519-821-1268**

7660 Mill Road, Guelph, ON N1H 6J1



**"Invested in Your Future"**