

EastGen is growing our Dairy 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 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:

- Continuously seek out the latest reproductive strategies and transfer them to both the company and our clients
- Assist the EastGen sales team to proactively provide benchmarking analysis of genetic and herd performance to key accounts
- Utilize a combination of on-farm data sources and Semex Solutions technologies to provide regular consultation to build and enhance EastGen customer relationships
- Identify producer goals and assist them in making reproductive decisions
- Increase customer knowledge and awareness of the benefits of better reproductive management
- Coach EastGen sales staff on the effective use of Semex Solutions technologies and on-farm data to discuss reproductive and herd management practices with customers
- Develop and support the Semex ai24 health monitoring business
- Actively participate and present at tradeshow, farm shows, barn meetings, zone meetings, youth events and other industry events for the purpose of promoting EastGen products, services and solutions.

### Required Competencies:

- Diploma or degree in agriculture or equivalent education and experience
- Expertise 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
- Willingness to travel throughout Central and Northern Ontario and the Atlantic Provinces

**Perks:** EastGen, a leader in the industry, offers a progressive and challenging work environment and competitive compensation package that includes performance bonuses. We are committed to continuous learning and professional development and provide ongoing training opportunities through the EastGen Learning Centre that build on our strengths and develop our talent. All required training will be provided. You will be supplied with a company-owned vehicle, tablet, cell phone and the necessary equipment with which to provide service to our customers.

**Location:** The service area will span across a flexible territory between Guelph and Ottawa. They will also service Atlantic Canada and Northern Ontario on a semi-annual basis.

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: **November 27, 2019**

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

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"Invested in Your Future"