

Are you passionate about the dairy industry and want to be part of a progressive, winning team? EastGen is proud of our leading team of the best trained, most knowledgeable staff in dairy genetics. We are growing our business development team and looking for the next generation of industry leaders to join us. If you are committed to helping farmers reach their specific genetic goals by providing them with unmatched genetic innovation, leading-edge technology, advanced reproductive solutions and excellent products and service this opportunity is for you.

The Senior Account Manager is responsible for:

- business acquisition, gaining business in large, prospective and under-developed herds
- partnering with key accounts to build and maintain existing business and secure increased market share in larger herds
- applying Semex Solutions to help producers reach their herd-specific genetic and reproductive goals through the sale of genetics and farm products
- effectively negotiating and closing business within key accounts
- providing Dairy Solutions Specialist and Sales Reps in West Region with opportunities to grow business through deeper analysis and consultation into producers' reproductive needs
- participating in industry events to help educate and challenge the industry
- staying ahead of the competition by participating in company training and meetings

Candidates must demonstrate a high level of competency in each of the following areas:

- Commitment to helping farmers achieve their goals
- Strong relationship management skills and passion for genetic improvement
- Proven track record of effectively managing your time and energy to achieve results
- Ability to learn and use various technologies to support the business and sales functions
- Motivated team player with the ability to balance working independently with company objectives
- Great listener, negotiator, and advocate for the producers you serve
- Strong sense of self-discipline and results orientation
- Hold yourself accountable to a high standard of honesty, integrity and respect for farmers and fellow staff
- Hold a valid Ontario driver's license and clean driving record
- Diploma/degree in Agriculture and/or work experience in the AI/dairy industry or related field is preferred.

Perks: EastGen, a leader in the industry, offers a progressive work environment where we challenge ourselves to constantly advance the dairy industry. We offer a competitive compensation and benefits package that includes performance bonuses. We are committed to continuous learning and professional development and provide ongoing training opportunities, including CPSA Certified Sales Professional training 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.

Submit Application by: January 4, 2019
Email: careers@eastgen.ca or Fax: 519-821-1268

7660 Mill Road, Guelph, ON N1H 6J1



"Invested in Your Future"