

# BE THE FUTURE. JOIN US.

Semex is a dynamic global organization that is committed to developing and delivering innovative genetic solutions. We believe that people truly are the cornerstone of our success, and that our employees are our most important asset.

We are actively seeking a relationship-oriented, motivated person to join Semex New Zealand in the North Island, as a Waikato based **Area Manager**. This position requires you to leverage your industry background and consultative sales skills, to provide client focused solutions, while successfully meeting sales targets.

Your primary responsibilities will include:

- Sourcing and building new client relationships and growing existing client partnerships, to achieve sales goals. Servicing Dairy clients. Identify client goals and assist them with their breeding program.
- Developing an in depth understanding of all Semex's products/programs to articulate the benefits and advantages of Semex's products/programs.
- Developing a thorough understanding of the customer's business, sufficient to serve the customer's needs through a value enhanced, solutions based consultative selling process. Utilizing Semex Solutions tools (OptiMate, Elevate, SemexWorks) to customize customers' genetic programs.
- A key focus will be on Elevate testing, interpreting genomic testing results and incorporating into customers breeding programs using Optimate.

You must possess a value-added solutions selling and marketing approach along with well-developed business communication and negotiation skills. Proficiency in Microsoft Office and other computing skills are required. Travel may be involved, and valid drivers license required.

At Semex, we demand the best of ourselves, our company and what we do for our customers. Surrounding ourselves with the best, the brightest and the most aggressive professionals ensures we attain this goal. We offer a challenging yet flexible work environment along with a competitive compensation package.

If you have the skills to meet this challenging position, please send your resume as soon as possible to [davidmayo@semex.com.au](mailto:davidmayo@semex.com.au) Applications close Friday 28<sup>th</sup> April 2023.

*We thank all applicants for applying for this position, but only those considered for an interview will be contacted.*

