

Lactanet Canada is a producer owned organization, providing innovative dairy herd management and genetic services to more than 10,000 dairy farm customers and professional advisors throughout the country. We are a national company created by a partnership of Canadian Dairy Network (CDN), CanWest DHI and Valacta organizations providing all components of genetic evaluation, milk recording (data collection, lab analysis, data processing, etc.), herd management software and solutions, applied research and innovation, advisory services, knowledge transfer and traceability.

## **REGIONAL SALES & SERVICES MANAGER – Eastern Ontario**

Reporting to the Director Sales and Services, Ontario and West, the highly performing Regional Sales & Services Manager will be working from home, responsible to manage and lead the sales, support and delivery of milk recording and herd management software services to the dairy farmers, advisors and clients throughout Eastern Ontario.

### **Responsibilities**

- Lead Sales and Promotions of Lactanet products and services, with the objective to achieve growth of Market Share and develop customer loyalty.
- Direct Sales, Installation and Support of DairyComp Herd Management Software. A key responsibility will be to assist customers to understand and effectively utilize DairyComp information and features, to improve overall herd management and herd profitability.
- Direct and manage the Lactanet field staff team in Eastern Ontario.

### **Requirements**

- Degree or Diploma, preferably in Agriculture.
- Minimum 3-5 years of supervisory or management experience in a sales and service environment with the ability to deliver effective sales strategies.
- Hands on, highly motivated individual with knowledge of the dairy industry and thorough understanding of dairy herd management practices.
- Proficiency with relevant computer software, hardware, preferably with commercial dairy equipment systems.
- Superior communication and interpersonal skills.
- Staff supervisory experience, as well as being fluent in English and French will be considered an asset.

Individuals with passion for quality service and relationship building combined with strength at value based selling and problem solving is our ideal candidate. This position offers a positive teamwork environment and a comprehensive benefits package with a competitive salary that is commensurate with qualifications and experience.

### **Apply**

Please send your cover letter and resumé together in the content of an email (no attachments) with the subject line **“Regional Sales and Services Manager – Eastern Ontario”** to [careers@lactanet.ca](mailto:careers@lactanet.ca)

*Lactanet is committed to an inclusive, equitable and accessible workplace where people are valued, respected and supported. Accommodation for applicants with disabilities is available on request. We thank all applicants for their interest and will contact those who are selected for an interview. NO PHONE CALLS OR AGENCIES PLEASE.*