



Lactanet is a partnership between CanWest DHI, CDN and Valacta that brings together leading dairy herd improvement organizations responsible for milk recording, genetic evaluations and knowledge transfer in Canada. By leveraging the respective strengths of the three partners, Lactanet provides Canadian dairy farmers with the tools necessary to help them succeed and face the challenges that lie ahead for our industry while ensuring our global leadership position for the future. Lactanet is a farmer-run organization serving Canadian dairy producers from coast-to-coast. Our team is comprised of 500 people dedicated to providing services to more than 8,000 dairy farms across Canada.

Dairy Software Sales & Support in the province of Quebec Permanent full-time position

The best candidate will be part of a team responsible for the sales, support and delivery of DairyComp Herd Management Software services to dairy producers.

Responsibilities

- Promotion and direct sales of DairyComp herd management software with the objective of growing market share and customer loyalty;
- Perform in-person, on-site sales visits and software installation and training;
- Provide support and troubleshooting services to Dairy Comp customers, via phone, email, remote desktop and on site;
- Assist customers to understand and effectively utilize software information and features to improve overall herd management and herd profitability.

Training, Experience and Skills Required

- University degree or College Diploma, in Agriculture or Information Technology;
- At least three (3) years experience in a sales, service or support role;
- Fluent in French and English, written and spoken;
- Excellent sales, communication, negotiation and customer service skills;
- Results driven, have strong work ethic;
- Methodical problem solver;
- Ability to work in a team-oriented environment;
- Basic knowledge of dairy farm management practices;
- Basic knowledge of computers hardware and software.

Working Conditions

Working from a home-based office, ideally located in the heart of the Quebec dairy industry. Routine travel expected throughout the territory, including some occasional overnight.

The advantages of working at Lactanet

We are a dynamic organisation, and we are concerned about the well-being of our employees. We have a variety of forward-thinking programs: Work-Life Balance Program, Health Program, Skills Development Program, Benefits Program and Pension Plan.

Does this sound like this position is for you? We would like to receive your resume at the following address: emploi@lactanet.ca

Lactanet has made a commitment to the *Commission des droits de la personne et des droits de la jeunesse* under an Equal Employment Opportunity Program to provide and maintain an inclusive and barrier-free work environment for members of targeted groups. Women, aboriginal peoples, persons with disabilities, members of visible and ethnic minorities are invited to apply. It is the responsibility of the applicant to notify us in a timely manner of any specific needs for which accommodation must be made to allow for a fair and equitable assessment. Information received in this regard will be treated confidentially. **The masculine gender is used as a generic for the sole purpose of brevity.**