

## Area Sales Manager

**Description:** The area sales manager will experience a career with East Central/Select Sires, the industry leader in genetics, reproduction, and product solutions for dairy and beef producers. This position is based in the heart of dairy country: southern Wisconsin.

### Key Responsibilities:

- Oversee a developed sales territory for semen, product, and nitrogen sales
- Manage and assist a seasoned group of artificial-insemination (A.I.) technicians
- Co-manage integral key accounts with other senior staff members
- Work closely with other key staff to coordinate on-farm reproductive consultation and genetic mating needs for dairy producers and their management teams
- Build relationships with prospective clients, while maintaining partnerships with current clients, within a defined territory
- Prospect clientele to grow sales and oversee customer account receivables

### Qualifications:

- Excellent written and communication skills
- Positive work ethic with a service-orientated attitude
- Self-motivated with the ability to work on your own and in a team structure
- Proven organizational and leadership skills
- Ability to adapt and learn new technologies
- Strong computer skills, experience with Microsoft Office (PowerPoint, Excel and Word)
- Proficient knowledge of pedigrees or past judging experience is preferred
- A.I. and heat-detection experience is preferred

### Education/Experience:

- Bachelor's degree in dairy/animal science, agribusiness, or related area is preferred
- Minimum 3-5 years of experience in the dairy-cattle industry is preferred
- Previous sales and management experience preferred

At East Central/Select Sires, we pride ourselves on working with our customers to obtain their reproductive and genetic goals. This position will include a competitive base salary and commissions with potential growth, a full benefit package and 401(k), and paid vacation and time off. If you are a self-motivated individual who has the skills needed to take on key responsibilities and the desire to be a part of the East Central/Select Sires' team, we want to hear from you.

Qualified candidates should send your résumé, cover letter, and job application to Phillip Dieter at [phildieter@ecselectsires.com](mailto:phildieter@ecselectsires.com). Deadline: Feb. 9, 2018