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[Lactanet](#) is an organization providing innovative dairy herd management and genetic services to dairy farm customers and professional advisors throughout the country. Our team is comprised of 450 employees dedicated to providing services to more than 8,000 dairy farms across Canada. Lactanet provides milk recording, genetic evaluation, advisory and herd management software solutions.

## **ASSISTANT REGIONAL SALES & SERVICES MANAGER – West-Central ONTARIO**

Reporting and assisting to the Regional Manager of that Region, the highly performing Assistant Regional Sales and Services Manager will be working from home, responsible for generating leads, sales, support and delivery of milk recording and services to dairy farmers and advisors throughout *West-Central* of Ontario. This is a full time position.

### **Responsibilities**

#### **Sales:**

- Sales and promotions of Lactanet products and services (Core Milk Recording Services, DairyComp Herd Management Software...) and the growth of Lactanet's Market Share and customer loyalty, within the *West-Central* Ontario territory.
- Promote the effective utilization and understanding of Lactanet's information and features in order to improve overall herd management and herd profitability.
- Ensure Lactanet's industry presence by networking with various industry stakeholders and partners.

#### **Administrative, Service & Management:**

- Hiring activities, new staff orientation, working with the New Staff Trainer in training coordination & support as well as scheduling coordination of staff workload
- Staff meetings coordination and delivery
- Work with National Robot Specialist in coordinating training of new staff on robot services.
- Support as the acting Regional Manager as needed.
- Perform various administrative tasks.

### **Requirements**

- Degree or Diploma, preferably in Agriculture.
- Minimum 3-5 years of sales experience in a service environment with the ability to deliver effective sales strategies.
- General knowledge of computer software, hardware, preferably with commercial dairy equipment systems.
- Superior communication and interpersonal skills.
- Hands on, highly motivated individual with knowledge of the dairy industry and thorough understanding of dairy herd management practices (asset).

### **Working Conditions**

Working from your home office. Work variable and irregular hours. Frequent travel within *West-Central* Ontario.

### **Why work at Lactanet**

We are a dynamic organization and value the well-being of our employees. We offer competitive health and wellness programs including health and dental benefits and company pension plan.

### **Apply**

If you meet the qualifications for this position, please send your resume with the subject line « **ASSISTANT REGIONAL SALES & SERVICES MANAGER – West-Central ON** » to [careers@lactanet.ca](mailto:careers@lactanet.ca)