

The Lactanet partnership between CanWest DHI, CDN and Valacta 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 450 people dedicated to providing services to more than 8,000 dairy farms across Canada.

DAIRY SOFTWARE SALES & SUPPORT SPECIALIST - National

We have an exciting and rewarding opportunity available for a Software Sales and Support Specialist. This is a full-time position. The 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 remote and on-site sales visits and software installation and training
- Provide support and troubleshooting services to DairyComp 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.

Requirements

- University degree or College Diploma, in Agriculture or Information Technology
- At least one to two (1-2) years' experience in a sales, service, or support role
- Excellent sales, communication, negotiation, and customer service skills
- Results driven and strong work ethic
- Methodical problem solver
- Ability to work in a team-oriented environment and independently
- Basic knowledge of dairy farm management practices
- Basic knowledge of computers hardware and software
- Must be fluent in English (French is an asset)

Working Conditions

Working from one of our Lactanet's offices ideally in Guelph, Ontario or in Saint-Anne de Bellevue, Quebec. Routine travel expected throughout the territory, including some occasional overnight.

Why work at Lactanet

We are a dynamic organisation and value the well-being of our employees. We offer health and wellness programs, competitive salary, and benefits (group insurance and pension plan), training and professional development opportunities, a stimulating, progressive and collaborative work environment, and many other benefits....

To apply

If you are interested and meet the above qualifications, please send a cover letter and resumé with an email subject line « Dairy Software Sales & Support - National » to careers@lactanet.ca