

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 employees dedicated to providing services to more than 8,000 dairy farms across Canada.

### **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. This is a full-time position which will be based in the Ottawa area.

#### **Responsibilities**

- Lead Sales and Promotions of Lactanet products and services, with the objective to achieve growth of Market Share and develop customer loyalty.
- Direct and manage the Lactanet field staff team in the Eastern Ontario.
- Sales, Promotion, and base support of Dairy Comp Herd Management Software.
- Ongoing interaction to assist customers to understand and effectively utilize Lactanet information and features, to improve overall herd management and herd profitability.

#### **Requirements**

- Degree or Diploma, preferably in Agriculture.
- Minimum 3-5 years of sales or management experience in a 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 will be considered a strong asset
- Must be fluent English and French

#### **Working Conditions**

Working from your home office. Work variable and irregular hours. Work done at different times of the day; partly very early in the morning and partly at the end of the day. Daily travel.

#### **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....

#### **Apply**

If you meet the qualifications for this position, please send your resume with the subject line «Regional Sales & Services Manager – Eastern ON» to [careers@lactanet.ca](mailto:careers@lactanet.ca)