
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.

Herd Management Software Manager

This is a full-time position. As part of our national Herd Management Software team, your primary responsibility will be to lead and manage the sales and support activities of our DairyComp herd management software solutions to dairy farmer and advisor clients in Canada.

We are looking for a motivated and enthusiastic individual, devoted to giving the very best service and support to their team and our customers.

Responsibilities

- Lead a large and growing office and field-based team, through effective leadership and management of all related activities.
- Ensure the delivery of superior product support and customer service.
- Implement effective product strategies, with a focus on DairyComp growth through customer satisfaction and retention.
- Work closely with Valley Ag Software and be the main Canadian contact point for sales, support and product development needs.
- Liaise and work closely with other internal departments, particularly our field services and our Québec based DairyComp teams, to ensure national collaboration and consistency of service.

Requirements

- Supervisory experience and the ability to lead, motivate and work in a team-oriented environment.
- Experience in customer support and sales.
- Solid IT skills and comfort with technology, either through formal education or experience.
- Excellent interpersonal and communication skills.
- Experience with dairy farm software, education in agriculture with knowledge of dairy farm management practices will be considered assets.

Working conditions

Normal office work conditions and remote work. The office is based in Guelph, Ontario. Occasional 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 think this position is for you, we would like to receive your resume with the subject line "**Herd Management Software Manager**" to careers@lactanet.ca