

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.

## DAIRY PRODUCTION ADVISOR

We are currently looking for full-time Dairy Production Advisors to support our team in the following regions:

- Western Ontario (1)
- Central Ontario (1)
- Eastern Ontario (1)
- Manitoba (1 \* part-time\*)

The Dairy Production Advisor plays an important role in retaining existing customers and prospecting for new opportunities. He/she will promote the use and value of Lactanet's herd management products and services in the assigned region to help Dairy Producers increase their productivity and profitability for Lactanet to remain an essential partner in their production development. The Dairy Production Advisor will also identify opportunities to increase and improve Lactanet's sales and services. He/ she will be responsible for prospecting for any new potential customers.

### In this role, you will:

- Analyze services provided to existing customers, interpret their reports, analyze the client's objectives, further analyze the objectives/ problems through on-farm observation, diagnose any problem and make recommendations of other Lactanet services in order to help them achieve their production goals.
- Develop a relationship of trust with producers. Contact unsatisfied producers to understand the reasons for their dissatisfaction with our services and propose effective solutions.
- Prospect for new customers.

### Requirements

- College diploma in Animal Production, Bachelor's degree in Agrology or other equivalent training
- At least two years experience in a similar position and a thorough understanding of dairy production
- A team player who is willing to learn and committed to customer service
- Strong sales experiences and driven to develop long term relationships with different partners and producers in the industry
- Problem solving and interpersonal skills
- Strong computer skills as well as oral and written communication skills
- A valid driver's license and reliable vehicle
- Bilingualism would be an asset for the Eastern Ontario region

### Working Conditions

Working from your home office location, your activities are primarily conducted on-farm with customers and would require frequent daily travel. We provide all of the necessary technology tools required for the position.

### 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), training and professional development opportunities, a stimulating, progressive and a collaborative work environment.

### Apply

If you are interested and meet the above qualifications, please send a cover letter and resumé with an email subject line "DPA - name of the region" to [careers@lactanet.ca](mailto:careers@lactanet.ca)