

CAREER OPPORTUNITY



Dairy Production Advisor Western Ontario

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.

Position Overview

- 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.

Qualifications & Experience

- College diploma in Animal Production, Bachelor's degree in Agrolgy 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

How to Apply

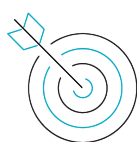
If you meet the qualification for this position, please send us your resume with an email subject line 'DPA Western Ontario' to careers@lactanet.ca.

Lactanet is the leading dairy herd improvement organization responsible for milk recordings, genetic evaluations, knowledge transfer and dairy cattle traceability. We provide products and services to help Canadian farmers manage their dairy operation.

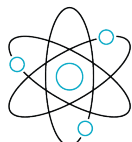
The benefits of working at Lactanet include:

- Group Insurance & Pension Plan
- Free Medical Teleconsultation
- Employee Assistance Program (EAP)
- Flexible Schedule
- Training & Development
- Mileage, Internet & Cellphone Allowance
- Vacation & Sick Days
- All Equipment Provided

CORE VALUES



Excellence



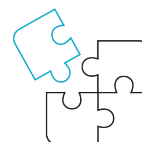
Innovation



Integrity



Diversity



Synergy



Leadership

Lactanet is committed to an inclusive, equitable and accessible workplace where people are valued, respected, and supported. Accommodation for applicants with disabilities is available on request. We thank all applicants for their interest and will contact those who are selected for an interview.