

## **A.I. Area Sales Manager**

### **Position Description**

An A.I. area sales manager maximizes operating profit and revenue from the area by creating, establishing and delivering successful sales plans. They demonstrate the ability to analyze data, work independently and communicate effectively. The position will manage and coordinate training activities at the training center and on-line to include database management and technician grading. Additionally, this role will develop, plan and organize customer workshops and meetings for the department. They need to be able to quickly grasp current sales models, analyze them and implement modifications to meet local market demands and develop partnerships to identify new business opportunities across the area.

### **Education Requirements**

- Bachelor's degree in an area of study related to dairy science, genetics.
- Experience in the areas of genetics, breeding, mating, business.

### **Helpful Skill Set**

- Writing and editing.
- Good verbal communication skills.
- Enthusiasm, determination, confidence and perseverance.
- Negotiation.
- Familiarity with herd management software.

### **Work Experience**

- Seek internships at A.I. companies.
- Job shadowing.
- Get involved on various dairy farms and gain practical experience.

### **Keywords**

mating, linear evaluation, consultant, reproduction, genetics, breeding, bull studs, data

