

Position Description

Title: Genetic Consultant

Date of Issue: December 2024

POSITION SUMMARY

CRV USA is seeking a Genetic Consultant to be located in the U.S. This position is accountable for new business development and direct semen sales in a designated territory. The role works with all CRV programs, products and services to best meet customer needs. Attainable sales, and program goals will be defined each fiscal year. Incumbents effectively communicate and follow through to internal and external customers in a reliable, timely manner.

The incumbent actively supports CRV's Mission and Cultural Values (Transparency, Accountability and Collective Ownership), and displays behavior consistent with CRV USA's Core Competencies.

ESSENTIAL DUTIES AND RESPONSIBILITIES

General Duties and Responsibilities

- Responsible for travelling to customers throughout a designated market to sell CRV products and services.
- Safely and responsibly operates CRV vehicles and AI storage containers.
- Work with the team to ensure appropriate arrangements are made for product delivery, and provide for storage of units to ensure an orderly delivery system.
- Prepare sales and performance reports for General Sales Manager USA and other information as required in a timely manner.
- Develop and cultivate industry contact network.
- Manage expenses, inventory, accounts receivable and company assets within reasonable guidelines.
- Responds timely to requests for information, via voicemail, email, etc.

Other Functions and Responsibilities

- CRV USA places a high level of importance on the teamwork approach and a willingness to perform duties which may not necessarily be included in this job description. At CRV USA we pride ourselves on continually adapting to business and industry changes enabling us to best meet customer needs.

QUALIFICATIONS

Core Competencies

- Understands job expectations and takes action without being prompted;
- Works independently in a professional, customer centered reliable manner while taking personal responsibility for assigned duties.
- Generates original ideas and develops innovative solutions to help grow the business;
- Encourages flow of information, shares information and displays active listening;
- Flexible and adaptable to changing priorities and assignments.
- Highly organized and focused;
- Maintains confidentiality at all times.

Core Competencies:	Position Specific Competencies:
<ul style="list-style-type: none"> • Customer Orientation 	<ul style="list-style-type: none"> • Influence or Convincing
<ul style="list-style-type: none"> • Results orientation 	<ul style="list-style-type: none"> • Negotiating
<ul style="list-style-type: none"> • Teamwork 	<ul style="list-style-type: none"> • Develop measurable, date driven tasks and goals
<ul style="list-style-type: none"> • Market Awareness 	<ul style="list-style-type: none"> • Reliability • Safety Minded • Integrity

- Displays a passion for cows and business activities related to successful farming. A passion we share with farmers worldwide.

Job Specific Qualifications

- 3-5 year's sales and sales leadership experience with a bovine artificial insemination product company or within a closely related industry.
- Works from home office and travels within territory 90% of time.
- Proven ability to enter a new market and establish sales growth.
- Ability to be part of supportive, positive effective team.
- Proven ability to build, establish and develop relationships within the CRV teams and our customers.
- Successful track record of working independently to meet/exceed team goals while performing in a trustworthy, reliable manner.
- Ability to effectively communicate and develop relationships with people in a wide variety of settings within CRV as well as farmers/customers.
- Foster an environment of collaboration and integrity with staff to ensure customer satisfaction and timely delivery of product.

Physical Requirements

This job requires the incumbent to:

- Sit, stand, bend, kneel and lift on a regular basis.
- Use technology: mobile phone, tablet, iPad.
- Work in large animal care environments and to demonstrate product use on dairy farms and their resident herds.
- Speak and listen in person and on the phone.
- See mid, near and far range.
- Ability to lift and/or move physical inventory weighing up to 50 pounds.

Education

- Bachelor's degree desired or equivalent work experience

WORK LOCATION: USA

SUPERVISED BY: General Manager, CRV USA Holdings, Inc.

SUPERVISES: This position does not supervise subordinate staff.

STATUS: exempt position

To apply, please send your resume to wander.de.wolde@crv4all.com and Dominique.lettenga@crv4all.com

Better cows lead to a better life for our customers, for society, and for the animals in your herd. We are committed to delivering herds and smart solutions that can help our customers future-proof their business with our focus on Health and Efficiency. We do this by delivering top-quality genetics, smart breeding management solutions, and personal advice on herd management to enable our customers to build healthy and efficient herds which are profitable and easy to manage, in a sustainable way.