

Lactanet Canada is a producer owned organization, providing innovative dairy herd management and genetic services to more than 10,000 dairy farm customers and professional advisors throughout the country. We are a national company created by a partnership of Canadian Dairy Network (CDN), CanWest DHI and Valacta organizations providing all components of genetic evaluation, milk recording (data collection, lab analysis, data processing, etc.), herd management software and solutions, applied research and innovation, advisory services, knowledge transfer and traceability.

## **ROBOT SERVICE SPECIALIST – Ontario and Western Canada**

Reporting to the Director Sales and Services, Ontario and West, and working from a home office, you will be responsible to lead the sales and support of milk recording and herd management software services to robotic dairy farmers.

### **Responsibilities**

- Provide training, troubleshooting and expert support to customers and Lactanet staff with regards to data capture and robot sampling device operation.
- Sales and Support of Lactanet services to robotic farms with the objective to grow Market Share and develop customer loyalty.
- Assist customers to understand and effectively utilize DHI information and features to complement on farm data and improve overall herd management and herd profitability.
- Liaise with robotic equipment supplier for best service to joint customers.

### **Requirements**

- Degree or Diploma, preferably in Agriculture.
- Minimum 3-5 years of sales in service environment with the ability to deliver effective sales strategies.
- Hands on, highly motivated individual with knowledge of the dairy industry and understanding of dairy herd management practices.
- Proficiency with relevant computer software, hardware, preferably with commercial dairy equipment systems.
- Superior communication and interpersonal skills.
- Passion for quality service and relationship building.
- Strength at value based selling and problem solving

This position offers a positive teamwork environment and a comprehensive benefits package with a competitive salary that is commensurate with qualifications and experience.

### **Apply**

If you meet the qualifications for this position and reside in or around the Guelph area, please send your resumé with the subject line **“Robot Service Specialist – Ontario and Western Canada”** to [careers@lactanet.ca](mailto:careers@lactanet.ca)

*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. NO PHONE CALLS OR AGENCIES PLEASE.*