



Role Profile

Role Title: Key Account Manager

Reports To: Sales Director

Position Location: Remote in South Western Ontario

Company Background:

ABS Global is the world-leading provider of bovine genetics, reproductive services, technologies and udder care products. Marketing in more than 70 countries around the globe, ABS has been at the forefront of animal genetics and technology since its founding in 1941. We are uniquely positioned as a global player with a dedicated research and development function and an international distribution network. We breed and distribute the genes of the world's best bulls, scientifically selecting livestock whose offspring is designed to increase the profitability of our customers who are some of the world's biggest farmers and food producers.

Our vision is clear: Pioneering animal genetic improvement to help nourish the world.

Role Overview:

An exciting new opportunity has arisen for a highly motivated professional to join our Sales Team as Key Account Manager based out of South Western, Ontario.

The Key Account Mgr promotes and sells a portfolio of technical and/or nontechnical products and/or services and solutions directly to current and new end customers. This role informs customers of new product/service introductions and prices, and creates, monitors and revises lead generation plans to ensure a substantive sales opportunity pipeline.

Overall Responsibilities:

- Requires in depth knowledge of progressive dairy operation processes.
- Interprets internal or external business issues and recommends best practices
- Solves complex problems; takes a broad perspective to identify innovative solutions
- Works independently, with guidance in only the most complex situations
- Due to specialized knowledge, typically leads teams/projects with moderate resource requirements, risk, and/or complexity
- Leads others to solve complex problems; uses sophisticated analytical thought to exercise judgement and identify innovative solutions
- Communicates difficult concepts and negotiates with others to adopt a different point of view
- Works closely with ABS Reproductive services technicians to help drive customer results.

Specific Accountabilities:

- Increase market share by developing new and existing accounts into long-term and profitable relationships through a robust sales and discovery process
- Interest and influences at the highest management levels of the customers
- Develops customers acquisition and account growth strategies and lead them through execution
- Supports the development of the strategic customer initiatives to fulfill customer goals and deliver profit targets
- Negotiate, maintain, and renew customer contracts
- Act as the customer's representative and primary customer contact to ABS. Coordinate ABS resources for the customer to increase the customer experience
- Understand all features and capabilities of ABS products and services and be able to communicate them to the customer
- Uses internal resources and operational support to accelerate growth and profitability for assigned accounts
- Continuously cultivates relationships with clients and internal departments through frequent discussion and interaction
- Forges meaningful relationships with new and existing clients to increase revenue

Qualifications and Experience:

- Bachelor's Degree and 5 years minimum sales experience in relevant field (i.e. animal science, agri-business, etc.)
- Recent dairy industry experience required
- Experience in developing sales plans, comfortable speaking profit & loss and development sales forecasts
- Driver's License required
- Ability to travel as needed within territory to effectively fulfill the role up to 90%

Capabilities and behaviors:

- Live and display the Genus values at all times in their day-to-day activities.
- Maintain professional verbal and written communications with co-workers, internal and external customers, and vendors at all times.
- Be flexible with respect to job responsibilities and consistently strive to be an effective team member.
- Strive to advance your skills and display a willingness to accept future development.
- Actively participate in company training opportunities to further develop skills applicable to the team.
- Gain an understanding of the company's business and the team's role within the company.