



career opportunity

HOLSTEIN CANADA, 20 CORPORATE PLACE, BRANTFORD, ONTARIO CANADA N3T 5R4 **PHONE**
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★ ASH program

April 2015

field service business partners

Two 2-year contracts covering Atlantic Canada (1), Western Canada (1)

HOLSTEIN CANADA is the largest dairy breed association in Canada, serving our membership of more than 10,500 active dairy producers since 1884. With dynamic leadership and a clear vision, we are eagerly embarking on an exciting, tech-friendly future. We offer a strong team-oriented workplace, supportive leadership, and the chance for you to develop along with us.

YOU are a relationship builder. You have a gift for listening, sharing knowledge and following-up. You organize and prioritize your work efficiently. You are a productive and driven independent worker, and you roll up your sleeves to get things done. You enjoy the connections of teamwork, networking and social media. You keenly understand the business of dairy producers. You naturally stay connected from wherever you are.

In this role, YOU WILL:

- Set an annual calendar of farm visits in your territory, schedule visits, prepare result reports, coordinate further contacts, and follow-up thoroughly and efficiently
- Assist producers with updating registrations and other record-keeping
- Set and achieve client recruitment and client retention goals
- Promote Holstein Canada services to producers via farm visits, meetings, conferences and trade shows
- Connect producers, clubs & branches with teams and processes at Holstein Canada
- Participate on Holstein Canada's social media team

YOU OFFER:

- 5 years' work experience including building productive client relationships
- Post-secondary education in agriculture or a related field, or relevant experience
- Passion for dairy industry; strong understanding of dairy producers' business needs
- Proficient in creating presentations, spreadsheets and written documents
- Exceptional time management and organization skills
- Ability to travel (approx. 70% of the time)
- Ability to communicate well in English & French is an asset for the Atlantic position

Deadline to Apply: April 21, 2015

Role can be home-office based; a minimum of 8 non-consecutive weeks per year will be in the Brantford office.

*We thank you for your interest in working at Holstein Canada.
Due to the volume of applications, only selected candidates will be contacted.*