



CAREERS

Holstein Solutions Partner, Western Canada

Location: Western Canada (1 Position)

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 play a key role in our future.

YOU are a natural people person. You take great pride in being hardworking and accountable. Working with cows, you think objectively, work quickly and stay organized. You are an excellent listener, and you can educate and communicate easily. You enjoy working independently and can maintain strong team relationships from a distance. You are passionate about the future of the dairy industry.

This role combines the responsibilities of field service, classification & assessments, with a home base in Western Canada. There will be regular travel throughout the West and to Ontario.

YOU WILL:

- Evaluate cow conformation, according to classification policies and guidelines
- Conduct Cattle Assessments, under DFC's proAction® Animal Care pillar
- Support improved herd management by educating producers on herd strengths, weaknesses and comparisons to national benchmarks
- Lead presentations & extend knowledge on dairy trends, genetics, Holstein Canada services, industry news, and other aspects
- Set and achieve client recruitment and client retention goals
- Promote Holstein Canada services at farm visits, meetings, conferences and trade shows
- Assist producers with updating registrations and other record-keeping
- Manage your schedule, travel and administrative tasks

YOU OFFER:

- 3-5 years working experience in the dairy industry or comparable experience
- Practical knowledge of dairy cattle conformation, injury scoring and Holstein Canada services
- Post-secondary education in agriculture (preferred)
- Strong customer service, knowledge-sharing and relationship-building skills
- A strong understanding of the business needs of dairy producers in western Canada
- Ability to create presentations, spreadsheets and documents, and adaptable to new technology
- Exceptional time management, organization and independent working skills
- Ability to travel (approximately 70% of the time)
- Valid driver's license and proof of insurability

Contact: hr@holstein.ca

Submit application by: July 23, 2020

We are committed to providing a barrier-free recruitment process. If you require accommodation at any step in the process, we will work with you to meet your needs – simply contact a member of the HR team with your request. Thank you for your application to Holstein Canada. Due to the volume of applications, only selected candidates will be contacted.