



CAREERS

Solutions Partner

Atlantic Canada – Full-Time

HOLSTEIN CANADA is the largest dairy breed association in Canada, serving our membership of more than 9,200 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 with a passion for the Dairy Industry who loves diversity in their schedule. You have a gift for listening, sharing knowledge and following-up. You understand cows and the importance of improving functional conformation. 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 field service farm visits in your territory, schedule visits, prepare result reports, coordinate further contacts, and follow-up
- Promote Holstein Canada services to producers via farm visits, meetings, conferences and trade shows
- Evaluate and classify dairy cattle in conjunction with Holstein Canada's classification program when the classification team is in the Atlantic region
- Assist producers with updating registrations and other record-keeping
- Set and achieve client recruitment and client retention goals
- Conduct Cattle Assessments, under DFC's proAction® Animal Care pillar
- Participate in bi-weekly knowledge transfer and team building exercises

YOU OFFER:

- 3 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 the business needs of dairy producers in Atlantic, Canada
- Familiar with on-farm software and technologies
- Proficient in creating presentations, spreadsheets and written documents
- Exceptional time management and organization skills
- Ability to travel (approximately 70% of the time)

Contact: hr@holstein.ca

Submit application by: October 6, 2023

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.



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