



CanWest DHI is a producer owned organization, providing innovative Dairy Herd Management Services to more than 3700 dairy farm customers throughout Ontario and Western Canada.

Sales & Software Manager – British Columbia

CanWest DHI is currently looking for a high-performing **Sales & Software Manager**. Working from your home office, you will be responsible to manage and lead the sales, support and delivery of DHI and Herd Management Software services, to dairy farmer and Advisor clients throughout British Columbia.

Key Responsibilities

- Lead Sales and Promotions of DHI products and services, with the objective to achieve growth of Market Share and develop customer loyalty.
- Direct Sales, Installation and Support of DairyCOMP305 Herd Management Software. A key responsibility will be to assist customers to understand and effectively utilize DairyCOMP information and features, to improve overall herd management and herd profitability.
- Direct and manage the BC DHI field staff team.

Requirements

- Degree or Diploma, preferably in Agriculture.
- Minimum 3-5 years of supervisory or management experience in a sales and service environment with the ability to deliver effective sales strategies.
- Hands on, highly motivated individual with knowledge of the dairy industry and thorough understanding of dairy herd management practices.
- Proficiency with relevant computer software, hardware, preferably with commercial dairy equipment systems.
- Superior communication and interpersonal skills.

Your passion for quality customer service and relationship building combined with your strength at value based selling and problem solving will make you the ideal candidate.

We offer a competitive salary and benefits package along with a stimulating and progressive work environment.

Please submit a cover letter and resumé with an email subject line
'Manager BC' to careers@canwestdhi.com

Only successful candidates for an interview will be contacted.
NO CALLS OR AGENCIES PLEASE.