



Job Title: **Key Account Specialist, I-29 Corridor SD, MN, IA**

Department: Sales

**Job Summary:**

This is a strategic position designed to create maximum value for our most important dairy clients by optimizing the utilization of our key assets of our people/knowledge, products, systems and services to achieve sales success.

Primary accountability will be achieving deep business relationships with Key Clients by building trust and analyzing and recommending ways to improve their dairy's business performance. This position is designed to work in concert with the rest of the account team assigned to these clients; leading team communication is critical. The position requires industry collaboration to seek input and ideas from other consultative sources to guide mutually agreed-upon change management when new concepts can lead to business improvement.

The KAS is responsible for the development and delivery of deployable, repeatable, and scalable sales plays and programs to grow the sales and revenue of SSMC within the large herd market. The Key Account Manager KAS is a sales and business leader, driving sales of genetic development and growth solutions to meet client requirements in the fast-paced and highly competitive large herd market. This role will focus on maintaining, growing, and recruiting business contacts. Always ensures an excellent client experience. The KAS will be key in the development of large herd dairy sales relationships, execution of multiple marketing approaches, and collaboration on product and service sales. The KAS functions include, but are not limited to, territory coverage, customer relationship building, opportunity management, pricing strategy creation, negotiation, to grow sales and revenue streams of our full portfolio of product and service solutions.

Will work in close collaboration with SSMC team members and partners across various functions including, Program Implementation, Sales, Marketing, Operations and Finance, to drive sales performance aligned with Cooperative priorities. The role of KAS is critical in helping to create strong connective relationships between SSMC and these herds through managing the development and delivery of sales programs and scalable best practices, tools and resources. You will build cross-functional relationships supporting the development of sales plays and programs focused on sales priorities and engaging customers through strong collaboration, communication and teamwork.

**Duties/Responsibilities:**

- Qualify and accelerate leads & inquiries into sales opportunities.
- The sale of SSMC genetic materials, ancillary products and services
- Specific focus on large/largest herd recruitment and implementation.

## Duties/Responsibilities Continued...

- Effectively build strong customer relationships, promote SSMC's current and future capabilities to prospects and customers.
- Consult with clients on the importance of genetic management and developing quality long term plans and solutions specific to their operation.
- Seek to understand customers goals and blind spots to present revenue added solutions.
- Assure that customer's expectations are clearly defined regarding performance, value added, schedule of deliverables, service agreements and account payment schedule. Address and counter customer concerns and or objections.
- Negotiate and accelerate the capture of opportunities.
- Develop, track, and manage plans for high growth and high potential customer opportunities
- Record and maintain client contact data utilizing internal ERP.
- Make customer presentations that demonstrate how SSMC, and its products/services provides superior customer value and revenue opportunity.
- Maintain quality clientele that have a need and desire for their operation to grow and develop with future industry opportunities.
- Understand and leverage the customer's funding and budgeting process to secure wins.
- Execute budget objectives and strategies and maximize value to the customer.
- Collect information necessary to accurately formulate recommendations specific to herd metrics.
- Develop quality relationships with the decision makers at each operation.
- Must be active in agricultural communities, representing yourself and SSMC in a very professional manner.

## Required Skills/Abilities:

- Excellent verbal and written communication skills.
- Excellent sales and customer service skills with proven negotiation skills.
- Strong supervisory and leadership skills.
- Excellent organizational skills and attention to detail.
- Proficient with Microsoft Office Suite or related software.
- Proven success to developing territories to profitably growth
- Ability to work independently with very little oversight
- Exceptional interpersonal skills
- Strong project management and time management skills
- Able to build strong relationships with customers, employees, and management
- Solid business acumen, management reporting, and problem solving
- Detail oriented, organized, a highly motivated leader of people, and champion of improvements

Preferred Education and Experience:

- 5 or more years of relevant work experience with a bachelor's degree or at least 2 years of work experience with an advanced degree (e.g. Masters, MBA, JD, MD)
- Expert level in sales program development and program management
- Self-starter with a bias toward action and proven track record in developing and leading Agricultural sales programs
- Strong knowledge of dairy farming sector and dairy production systems
- Prior experience working collaboratively with sales staff at all levels of the organization
- Strong Microsoft Office skills a plus
- Client-facing sales experience is required
- Prior experience in dairy agricultural sales roles

Supervisory Responsibilities:

- *None*

Benefits

- Salary plus commission
- 401(k)
- 401(k) matching
- Cell phone reimbursement
- Company car
- Dental insurance
- Disability insurance
- Health insurance
- Health savings account
- Life insurance
- Paid time off
- Vision insurance