



## COBA/Select Sires Employment Opportunity

Position: District Sales Manager Serving Stephenville, Texas Area.  
COBA/Select Sires, Inc.  
Columbus, Ohio

COBA/Select Sires, Inc. is a farmer owned and directed cooperative that provides superior dairy and beef genetics, reproductive products and services to benefit its member-owner-customers. The cooperative serves producers in seven states, in addition to the country of Mexico. COBA/Select Sires employs over ninety sales and service professionals. COBA is a founding member-owner of the federated cooperative: Select Sires Inc., Plain City, Ohio.

The District Sales Manager is responsible for all facets of sales and service within sales territory. The primary focus of this role is to further the reproductive efficiency and genetic development of the client/customer's herd via sales and provision of a superior quality product. Additional duties include promotion of COBA/Select Sires brand and company product, developing, and expanding the client/customer base. A key element of this role will be to provide primary supervision and scheduling of all area Reproductive Services Client Managers (RSCM).

Successful candidate must:

- Sales and marketing experience in agriculture preferred
- Strong knowledge base in reproductive and genetic programs and information
- Be organized, detail oriented and self-starting
- Work well with the member-owner-customers
- Manage scheduling of service stops to meet customers' needs
- Maintain and be responsible for consigned inventory of semen and products
- Be familiar with Microsoft Office suite of programs
- Possess good communications skills: written, verbal and computer
- Ability to lead a team to meet sales goals and objectives
- Able to take direction well and work under deadlines
- Communicate, serve and coordinate with COBA office staff
- Willing to do whatever necessary for the good of the organization

Background in dairy operations, reproduction, and cooperatives structures a plus.

The position is full time. Candidate will be expected to reside in the service territory. The territory consists of the following Texas Counties – Comanche, Dallas, Eastland, Ellis, Erath, Hood, Johnson, Palo Pinto, Parker, Stephens, and Tarrant.

Benefits include salary, health insurance, and 401K.

For full consideration, a cover letter with resume must be submitted by May 17, 2021 to:  
coba@cobaselect.com

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