



## COBA/Select Sires Employment Opportunity

Position: District Sales Manager Serving Phoenix Arizona 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 sales (semen, A.I. service, products, CowManager®, embryos, genomic tests) to dairy and beef clients/customers within an assigned geographic territory. The primary focus of this role is to further the genetic development and herd performance of the client/customer's calves and cows via sales, knowledge transfer, applied solutions from our portfolio and provision of superior quality products & services. Must be a leader and team player both locally and with cooperative as well as federation support staff. Additional duties include promotion of COBA/Select Sires brand and company products, 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).

### Job Responsibilities

- Sales of exceptional quality semen and A.I. products and service to dairy and beef client/customers
- Provide oversight to sales efforts and leadership to the RSCMs in territory
- Promote genetic strategies utilizing internal and external programs
- Provide leadership and reproductive knowledge to client/customers for herd development
- Represent the cooperative in the assigned sales territory for sales, accounts receivable and industry events

### Successful candidate must:

- Sales and marketing experience in agriculture preferred 5+ years
- Strong knowledge base in reproductive and genetic programs and information
- Associates or bachelors is animal science or related field
- Maintain and be responsible for consigned inventory of semen and products
- Be organized, detail oriented and self-starting
- Manage scheduling of service stops to meet customers' needs
- 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 cooperative structures a plus.

The position is full time. Candidate will be expected to reside in the service territory.

Benefits include salary, health insurance, and 401K.

For full consideration, a cover letter with resume must be submitted to [coba@cobaselect.com](mailto:coba@cobaselect.com)

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