



## COBA/Select Sires Employment Opportunity

Position: Beef Business Manager - Western Oklahoma or Panhandle of Texas  
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 Beef Business Manager (BBM) is responsible for the development of our beef x beef business with specific focus on the commercial sector. This will require building and maintaining relationships with large commercial cattle producers and artificial insemination breeding projects for the western Oklahoma and western/panhandle Texas area initially. BBM will work closely with commercial cattle producers to assist them in their efforts to improve the genetic & reproductive performance, cattle marketability and profitability. This will include organizing and executing large scale artificial insemination projects. As the team lead for the region, will be responsible for product and service promotion to assist producers with achieving herd management goals. Serve as a subject matter expert in reproduction, synchronization and artificial insemination technique. In addition, this position will be responsible for building a network of Independent Contractor Beef Sales Representatives (BSR) within the territory then in turn supporting them as they build their business.

### Job Responsibilities

- Assisting commercial cattle producers in development and implementation of genetic and reproductive herd management plans.
- Responsible for building and leading an independent network of beef sales representatives.
- Manage beef breeding barn while effectively executing large herd breeding projects including sire selection, artificial insemination, shot protocol, and employee management for the reproductive performance.
- Provide leadership and reproductive expertise for employees as well as client/customers.
- Represent the cooperative in the assigned sales territory for sales, accounts receivable and industry events

### Successful candidate must:

- Background in commercial beef operations, reproduction, and artificial insemination
- Associates or bachelors in animal science or related field
- Be organized, detail oriented and self-starting
- 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
- Bilingual, English and Spanish, communication skills highly desirable
- Willing to do whatever necessary for the good of the organization

The position is full time. Candidate must reside in western Oklahoma or Panhandle of Texas. Benefits include salary, health insurance, and 401K.

Full job description can be found at <http://www.cobaselect.com/careers/>

For full consideration, a cover letter with resume must be submitted by March 17, 2023 to [coba@cobaselect.com](mailto:coba@cobaselect.com)

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