

WE'RE HIRING!

Vice-President, Sales

We are seeking a dynamic and high performing leader to join our team in an executive level. The successful candidate will be responsible for business strategy, profitable growth and team development across a range of strategic businesses operating in Australia, China and International Wholesale (excl. Latin America). This position reports to the Chief Executive Officer (CEO) and is a member of the executive team.

PRIMARY RESPONSIBILITIES

- Develop and implement business, marketing and budget plans to achieve sustainable profitability
- Ensure strong Alta brand image and positioning as the 'brand of choice' for progressive beef/dairy clients
- Strengthen and refresh the Alta culture throughout the team to build an aligned and ambitious organization
- Ensure Alta has strongest and best team in the field through individual development, coaching, and recruitment
- Maximize sales in the region using portfolio of products/services available through Alta/URUS sister companies
- Identify new opportunities and innovations (acquisitions, services, programs, products) that generate additional sales and profitability and growth
- Consistently demonstrate and role model Alta culture and leadership in both internal and external forums
- Maintain key customer and stakeholder relationships and lead strategies to build spheres of influence and partnership
- Identify new business opportunities in line with overall corporate strategy of Alta and URUS.
- Contribute to impactful leadership decisions through engagement and high quality reporting

SKILLS AND QUALIFICATIONS

- Progressive leadership experience in global management and business
- Cross cultural leadership experience with a record of strong team performance
- A record of execution of organic and acquisition driven growth business plans
- Strong fit and ambassador with Alta's progressive culture
- Demonstrated leadership record through rapport, engagement and provocation practices that build outstanding teamwork
- Highly influential and engaging communication skills across global teams and audiences
- Executive leadership skills and education demonstrated by a combination of academic and professional development
- Dairy and/or beef industry knowledge and experience a strong asset
- Must be able to travel internationally as extensive travel is required in this position

The successful candidate must be based out of an Alta office environment in China, USA, Canada or Netherlands).

Alta Genetics is a global livestock genetic improvement and reproduction company with global teams working with major cow populations all over the world. We are dedicated in developing long-term partnerships with leading progressive dairy and beef producers by applying superior knowledge and expertise to drive herd profitability. Our team passionately pursues our mission to create value, build trust, and deliver results for each other and our progressive partners around the world.

Alta is a subsidiary of the URUS Group.

To apply for this position, please visit:

<https://urus.referrals.selectminds.com/jobs/vice-president-of-sales-363>

altagenetics.com