



Job Title: Business Unit Manager, AI Total US
Last Update: March 20, 2023
Reports to: Jan de Vries, General Manager, Genetics Consolidated and
Jennifer Dingbaum, Business Coordinator, Genetics Consolidated US

AI Total US is a member of the Genetics Consolidated Group. Other brands in this group include companies such as AMS Genetics, Eurogenes, AI Total and Diamond Genetics. Genetics Consolidated is a global business with over 30 employees exporting product to more than 50 countries. The group includes a worldwide nucleus of high-value genetic dairy females, its own IVF center and distribution offices in various countries. Genetics Consolidated has a strong and important U.S. affiliate operating in Hudson, Wis. Genetics Consolidated Group is a proven genetics company in the marketplace and is steadily growing and developing in the dynamic world of dairy genetics. Genetics Consolidated is looking for a talented and enthusiastic individual to take leadership and promote growth across AI Total US. Due to growth of the business and a planned upcoming retirement, this position has come available. Our team and our people are the cornerstone to our success, join us!

Selection qualities looking for in the individual:

1. An energetic team member that is structured, service-minded and sales driven
2. Works in a systematic way; dealing with deadlines for advertising, making sure shipments come in time with the right papers and achieving efficient results motivates you.
3. A good knowledge of the dairy sector and what goes on in the minds of clients, the independent distributors, and dairymen across the country is crucial for making this job a success
4. Good communication skills
5. Self-discipline
6. Willingness to travel domestic
7. Join our team and work with the different brands under the Genetics Consolidated Group umbrella

Job duties will consist of the following but not limited to:

1. Set goals and maintain up-to-date sales and budget entry
2. Coordinate incoming and outgoing shipments
3. Plan and oversee advertising and promotion activities
4. Maintain relationships with distributors, breeders and key strategic partners
5. Sourcing new independent distributors and support of current network of distributors
6. Semen inventory management

Compensation:

1. Competitive salary and benefits
2. Professional development and mentoring/coaching program
3. Flexible work environment, focused on work-life balance
4. Bi-annual performance discussions
5. Part-remote available

AI Total US is an Equal Opportunity Employer.