



Job Title: Genetics, Acquisition and Sales
Last Update: June 2, 2020
Status: Exempt
Reports to: Steve Mower, AMS Genetics International
Jan de Vries, Diamond Genetics

The Companies

AMS Genetics International and AI Total US are well-respected names in the genetics industry. AMS Genetics has an International portfolio of clients that it is sourcing embryos and sires for on a regular basis. Holstein Plaza part of AMS has bi-monthly online auctions for embryos. AI Total US has a great lineup of household names, bulls like Mitchell, Moon and Breezer. AI Total US is part of AI Total BV. All companies are part of Genetics Consolidated Group, a group of genetic sourcing companies around the world.

Position Purpose: To be the company Genetics Specialist (sire analyst and female evaluator), Product Acquisition and Sales Representative. The person will be responsible for sorting genomic lists finding donors to meet client needs. Sorting the bull lists to find free agents for our clients. To work on special requests to find embryos to meet certain orders. Touring with clients and some International travel.

Specific Duties and Responsibilities

AMS Genetics International

- Sorting of the genomic lists to find donors that meet client criteria
- Sorting the bull genomic list to find available free agents that meet client criteria
- Sourcing of embryos for sale orders and direct sales
- Sourcing of available bulls for clients - acquisition, contracts and final sale
- Transferring of SNP's for genomic testing to other countries (heifers and bulls)
- Setup and assist with selection tours
- Work as the liaison and sales contact for client groups
- Develop new sales and client relationships
- Develop sales with larger commercial dairies for genetic gain through embryos
- Keeping detailed records and coordination of all invoicing with accounting

AI Total US

- Supply genetic information for promotional advertisements and flyers
- Organize and host group information sessions as needed for distributors

Preferred Education, Background and Skills

Bachelor's Degree in Genetics, Sales, Marketing, Business or Dairy Science preferred. An understanding of the genetic systems of the US Holsteins and/or other countries. Understanding of Jersey system and/or the ability to learn it. Sales is 60% of this position, experience in the competitive sales business is advantageous. Must have a knowledge of the dairy industry, experience in large-commercial dairy operations is a plus.

Desired Qualities

- Convincing and motivated
- Self-disciplined
- Ability to work in a travel environment
- People person is must
- High-level of knowledge about Holstein genetics, knowledge of Jersey genetics is a plus
- Ability to uphold the image of the company and be an asset to the team
- Willingness to travel across the United States 20% of the time
- US issued Passport must always be kept for some international travel
- This is an international business, so hours must be flexible to work with clients

Physical/Environmental Requirements

- Physical Activities: Keyboarding, Grasping, Talking, Hearing, Lifting (50+ lb.), Sitting, Standing, Walking and Seeing
- Level of Physical Requirements: Occasionally lift and/or move physical inventory weighing up to 50 pounds
- Level of Visual Acuity: Professional, frequent viewing of computer screens
- Environmental Conditions: Travel and Office environment

Compensation

Salary range: Based on experience and what you can bring to the company
 401K retirement plan (available after 1-year): Company match is up to 5%
 Health and Dental insurance: Company 80% employee 20%

AMS Genetics International is an Equal Opportunity Employer.