

BoviSync Key Account Manager

Join a fast-growing company with a history of success. Our experienced team is focused on solving dairy herd management needs by providing them with our industry-leading, cloud native software.

The account manager will conduct sales and relationship management for the BoviSync dairy management software. The account manager will be responsible for establishing, managing and enhancing relationships with dairies.

Responsibilities:

- Engage dairies to uncover their needs and goals
- Conduct in-person and remote sales meetings to promote BoviSync solutions
- Educate dairy staff and key advisors on the value BoviSync brings to farms
- Build rapport and relationships with dairy farm management and employees
- Summarize farm expectations with the Customer Success Team
- Facilitate communication between the farm decision maker and Customer Success Team
- Further your knowledge in dairy management to stay up-to-date and provide relevant answers to your clients

Requirements

- Experience in dairy herd management, large herd experience desired
- Experience with at least one dairy herd management software program (i.e. DC305, PCDart, DHI Plus)
- Excellent listening skills
- Excellent verbal and written communication skills
- Ability to manage multiple accounts
- Travel approximately 60-75% of time
- Can require weekend travel

Compensation: Competitive pay and benefits, based on experience. Opportunity for stock ownership in a fast-growing privately held software company. Full benefits including: Medical, Dental, Vision, Paid time off, and Retirement

Location: California

For more information or to apply for this role, please contact us at:

Careers@bovisync.com