

Overall Responsibilities:

This position is responsible for spearheading the Technical Services support to existing and new customers.

Specific Accountabilities:

(A) Internal Customers

- Technical Upgradation of sales team in assigned geography.
- Keeping himself updated with latest technical development in dairy industry and developing internal competencies to provide customer support.
- Maximizing Global Reach: Leveraging technical knowledge of global team.
- Acting as a bridge between commercial and R&D / Production team.
- Close co-ordination with Marketing function for supporting marketing strategies & campaigns.

(B) External Customers- Dairy Farming / Government institution / Vet Colleges / Research Institutes / Dairy Cooperatives/ State livestock boards etc.

- Imparting Training to procuring entities in GOI Business & other institutions
- Providing technical services to customers in assigned geography (On-site and off-site support)
- Leading customers meeting on relevant topics with an objective to become partner of choice.
- Handling product complaints and giving feedback to production sites.
- Nurturing scientific relations with Academic / Research institutions
- Representing ABS Genus India in scientific deliberations / seminars etc.
- Publishing articles in Dairy Magazines & relevant peer review scientific journals Administration
- Ensure all required documentation and reports are completed
- Maintain accurate records of farm visits and ensure that follow-up to customer requests are completed on schedule
- Attend ABS and dairy Industry Meeting / Seminars

Qualifications and Experience:

- **Minimum:** B. V. Sc or A.H., preferable M.V. Sc (Animal Reproduction / Animal Genetics / Any clinical subject)
 - 3-5 years of Technical Experience, preferably from animal health/Feed additives/cattle feed
 - Exposure to Dairy Industry/ onsite interaction with Dairy Farms / Farmers
 - Flexible to relocate and travel within India
 - Invariably good communication skills, Native Language as well as Hindi & English Language is a must
 - Good with Data Analysis, use of MS Office Tools.
- Knowledge of livestock reproduction and Field Technical experience in Dairy Sector and Skills for Artificial Insemination
- Strong negotiation skills and Communication skills
- Ability to support a highly productive commercial team and support them on technically on Genetics/ Animal Reproduction
- A good level of general farm business knowledge and Knowledge of animal reproduction & reproductive physiology / Knowledge in farm management/ Animal Husbandry
- Basic understanding of semen production and handling of usage
- 3-5 years of field experience in handling field situation

Capabilities and behaviors:

- Lives and always displays the Genus ABS Values and behaviors in their day to day ways of working.
- Maintain professional verbal and written communications with co-workers, internal and external customers, and vendors at all times.
- Be flexible with respect to job responsibilities and consistently strive to be an effective team member.
- Strive to advance your skills and display a willingness to accept future development.
- Actively participate in Company training opportunities to further develop skills applicable to the department.
- Gain a thorough understanding of the Company's business and the department's role within the company.