

Sales Manager – U.S. Market (Remote, Midwest Preferred)

VikingGenetics is seeking an ambitious, selfmotivated Sales Manager with a passion for Nordic bovine genetics to help expand our presence in the United States. We are growing rapidly as an independent company in the U.S., and we're looking for someone who can take true ownership of their territory—building strong onfarm relationships and supporting dairy producers in reaching their breeding goals.

If you thrive on developing trusted partnerships with farmers and want to represent a globally respected brand, this is the role for you.

Your Key Responsibilities:

- Grow semen sales within your assigned territory
- Build and maintain strong relationships with dairy farmers
- Identify farms that align with VikingGenetics' breeding objectives
- Develop tailored breeding strategies using VikingGenetics
- Maintain accurate records and activities in the CRM system
- Plan and manage your schedule and travel (approx. 50%)
- Participate in remote and occasional inperson team meetings
- Represent VikingGenetics professionally at customer visits, events, and team activities

Workplace: Remote (home office) –

Preferred Region: Midwest (WI, MN, IA, SD) – strong candidates from other states are also welcome.

Your qualifications:

- Experience selling bovine genetics (preferred)
- Experience selling products or services to dairy farmers
- Deep understanding of dairy cattle genetic improvement
- Bachelor's degree in Animal Science (preferred)
- Strong written and verbal communication skills
- Confident in customer outreach and solution presentations
- Proficiency in Microsoft Office (Outlook, Word, Excel, PowerPoint, Power BI)

What you bring:

- Ability to work effectively and independently from a home office
- Passion for Nordic values and helping farmers breed healthy, efficient, profitable cows
- Strong organizational skills and comfort with frequent travel
- Persistence and resilience—comfortable hearing “no”
- Ability to adapt communication style to different audiences
- Broad understanding of the U.S. dairy industry, including production economics, regulations, feed costs, milk/beef pricing, and daily farm operations
- Valid U.S. driver's license and passport

What we offer:

We offer an exciting role in a professional, fastgrowing, and missiondriven organization, with opportunities for personal and career development. You will be member of a team of passionate colleagues committed to futurefriendly farming, in a culture that values initiative, enthusiasm, responsibility, creativity, and quality.

