



## Global Commercial Cattle Handling Product Manager

Artex Barn Solutions, an innovative and growing player in the dairy barn equipment industry, is seeking a full time Global Commercial Cattle Handling Product Manager.

The Global Commercial Cattle Handling Product manager will be the dedicated connection between the sales team, customers, and the company operations focusing specifically on the Artex Cattle Handling Product line.

### **Main job duties will include:**

- Continuing to develop and execute the Artex CH Product line “Go to Market” strategy
- Supporting global sales team with CH equipment sales & application support both remotely and in-person
- Identifying and researching market demands for specific CH products
- Lead the research, evaluation and launch of products identify as possible additions to CH product line
- Support and develop dealers globally with training and execution of the Artex CH product strategy
- Working closely with Artex Engineering around product development
- Lead the development of marketing and technical product documentation
- Supporting Technical Product Manager with product installation challenges and warranty
- Being responsible for on farm product testing and development projects
- Providing on-site installation oversight, guidance, and training for the Artex CH products
- Provide remote sales focused technical expertise and issue resolution for dealers and farmers

The successful individual will experience personal growth in an expanding company, have the freedom to travel within their territory, establish long term business relationships, and be well compensated accordingly.

### **The desired applicants would have many of the following qualities:**

Technical skills and knowledge – specialized skills, knowledge and abilities needed to perform essential job functions

- An understanding of the application of CH equipment for dairy facilities
- A full understanding of the operations of a dairy barn operation, including the importance of cow comfort, proper traffic flow, access to feed, etc.
- Mechanically inclined

- Knowledge of agricultural dealers and distribution channels
- Project management skills and ability to manage multiple projects
- Skills in interpersonal communications, negotiation and conflict resolution
- Understanding of systems that support sales, marketing and product development
- Understands a Product Roadmap and the steps necessary to bring products to Market

Competencies – Attributes that are critical to individual and organizational success

- Thinking strategically
- Driving for sustainable results
- Focusing on Customers
- Fostering teamwork
- Influencing without authority

Education – Formal education or training required to perform essential job functions. May include degrees, certifications, licenses and/or registrations.

- Degree in Agriculture Sciences discipline or relevant work experience
- Degree in Business/Management discipline or relevant work experience

This job description is not an all-inclusive list of responsibilities, duties or qualifications for the role nor are they considered minimum requirements necessary to perform the job, but rather guidelines.

Interested candidates should email resume as well as an indication of their unique qualifications for this position to [salesjobs@artexbarn.com](mailto:salesjobs@artexbarn.com).