

# Solution Manager



**Passionate about connecting commercial solutions to a quality product and have you successfully introduced new digital solutions? Would you like to be managing the service solutions that are integrated in our value proposition? Join a company with competent and dedicated colleagues and ambitious goals**

As Solution Manager, you are responsible for improving the perceived value for our customers and make additional value of our product by bundling semen and service solutions. The product development will be in close cooperation in the Product Manager Team and project-leaders from the Research & Development in VikingGenetics. You will be responsible for driving the use of the solutions both internally towards sales team and externally (distributors and large customers).

## Your main tasks will be:

- Commercial responsibility for solutions related to semen sale such as;
  - VikMate – mating programme
  - VikRank – tool for ranking of the bulls
  - GenVik – genomic test of foreign animals
- Drive the use of these solutions in cooperation with sales managers and users worldwide
- Participate in the development of the solutions in cooperation with Research & Development as solution owner
- Bundle solutions from VikingGenetics with heifer export from owner companies
- Dialogue with home markets to optimize use of resources on development of solutions

## Your qualifications:

You have a strong holistic business understanding and the ability to listen and act on requirements of stakeholders. You are focused on finding the right and most optimal solutions for the company by leveraging on your strong communicative skills, your network and understanding of business drivers. You have a good track record of delivering results through others and collaboration, and an interest in new and agile ways of working.

- The candidate ideally holds a Bachelor degree in Computer science, Software Engineer e.g. 3-6 years of experience required.
- Experience in a manufacturing environment, strong root cause analysis abilities, and demonstrated usage of problem-solving tools.
- Solid domain knowledge within IT infrastructure and application management
- Acquaintance with digitalization of business processes
- A demonstrated ability to work in an inter-cultural environment

## We offer you:

An exciting job with opportunities for professional and personal development. We value initiative, enthusiasm, responsibility and the right balance between creativity and quality in all solutions.

A position in a professional and dedicated company, and the opportunity to influence the development of the whole company.

Work place can be either of our 3 stations: Hollola (Finland), Assentoft (Denmark) or Skara (Sweden). For more details, please contact: VikingGenetics Senior breeding & product manager Claus Langdahl, phone +45 2129 0554. Applications with appendices should be sent to: [application@vikinggenetics.com](mailto:application@vikinggenetics.com)

*VikingGenetics is the world-leading provider of bovine genetic products and solutions, co-operatively owned by 20,000 dairy and beef farmers in Denmark, Sweden and Finland. Our unique combination of breeding for health traits as well as production has led to a position as domestic market leader in the Nordic countries and strong player globally. VikingGenetics' breeding programme is designed to increase the profitability of our customers, some of the world's leading farmers. We employ 155 people in Denmark, Finland, Sweden, Australia, Germany and United Kingdom.*



## Our company values

- Committed
- Trustworthy
- Customer oriented
- Ambitious

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