

LE BOURDON & ASSOCIÉS [LBA] has an excellent opportunity for a

TECHNICAL SALES MANAGER, ANIMAL NUTRITION/FEED EXPERTISE: SPAIN & PORTUGAL

Our client, a growing, international firm with innovative Animal Nutrition products, seeks a Technical Sales Manager with excellent Animal Nutrition/Feed knowledge to cover the Spain & Portugal. The firm prides itself on developing new markets while maintaining existing clients with the quality and innovation of its products, investing in both industry and research. The ideal candidate for this position has knowledge in Ruminant Nutrition, including the role of amino acids and other specialty products in formulation. This position requires that the existing client base is built upon with new account development.

Please feel free to forward this job description to anyone in your network **for whom this opportunity could be "just the ticket"**. Your help is much appreciated!

Interested parties should contact **Le Bourdon & Associés [LBA]** at marieandree@lbarecruite.com, sending a CV **1-3 page MAXIMUM** in **Word Format**, please!

Candidate Requirements:

PERMANENT POSITION

- A Bachelors' degree, or a higher degree preferred, in **Animal or Dairy Science, Animal or Ruminant Nutrition**, Agricultural Engineering, or a very related subject
- A minimum of **5 years** of sales experience in the **livestock feed industry**
- Strong commercial mindset: several years of proven professional success in the field
- Good knowledge in Ruminant Nutrition, on the farm and in formulation
- Poultry nutrition knowledge is a plus

- Practical knowledge/work experience of dairy production systems is desired
- Profound knowledge of the dairy nutrition business within the territory
- Strong knowledge and experience in selling technical products and/or processes

- Excellent communication & presentation skills
- Ability to work well in both a team environment and autonomously, a self-starter
- Adept in developing business opportunities and ensuring that effective relationships are well built and maintained with quality customer care
- Good knowledge of amino acid balancing and at least one ruminant formulation software: INRA, DVE, CNCPS, NRC, customer company software, etc.
- Advanced computer skills: word processing, spreadsheets, and presentations
- English fluency and language/s of territory are a must

- Likely to be a home office-based position
- Willingness to travel is approximately 50% of the time

Position Requirements:

- ▶ **Expand sales of the firm's ruminant product portfolio** through promotion of amino acid formulation and other sales strategies in the territory of responsibility [60%*]
 - ▶ **Achieve or surpass the sales objectives in the territory** retaining and building upon the existing client base and business

- ▶ **Core focus** is on developing **strategies to promote amino acid balancing and develop solutions** with customers/ nutritionists to both *push and pull* through the incorporation of the firm's methionine products in ruminant rations
- ▶ **Identify opportunities to expand the sales** of ruminant products in the territory.
- ▶ **Establish and build relationships with key decision makers and influencers** in the ruminant field, in particular the main ruminant feed companies in the territory:
 - Ruminant nutritionists, both within feed companies and independent
 - All ruminant or related staff within feed companies, such as Ruminant Product Managers, Marketing Managers, Sales Managers, Feed Mill Managers, General managers in certain organizations, etc.
 - Influencers including professors and researchers involved in the field, technical or other associations where ruminant staff are present, etc.
- ▶ Create, implement, and maintain a territory **Business Plan** [10%*]
- ▶ Develop and service a sales network [10%*]
 - ▶ Attend conferences and pursue networking activities to maintain the firm's image as an industry leader in amino acid nutrition
 - ▶ Expanding sales of the firm's distribution of outside specialty products, via solution-selling to customers
- ▶ Monitor market information and **competitive market intelligence** [10%*]
- ▶ Prepare accurate and timely reports that keep team members informed of activities and challenges within the territory [10%*]
 - ▶ Actively utilize **CRM software keeping records up to date**

[%*] Approximately percentage of position responsibility/accountability

This position comes with a competitive salary, bonus & benefits.

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www.lbarecrute.com