

JUNIOR TECHNICAL SALES MANAGER ASIA & MENA

Company profile

FARM FAES is the animal nutrition and health division of FAES FARMA, composed by three reference companies in the animal industry, INGASO FARM, leader in swine nutrition of early ages, Initial Technical Foods (ITF), a company with a strong positioning in finished feeds for piglets, and TECNOVIT, specialized in piglets nutrition, fattening and sows, being also a specialist in nutraceutical solutions for poultry, ruminants and aquaculture.

Job summary

Reporting to the Global LATAM-MENA-ASIA Manager, the Technical Sales Manager in Asia & MENA is responsible for developing sales solutions. While some technical knowledge in animal nutrition and health is required, the candidate must have a passion for global technical sales and business development.

Key responsibilities

Specific responsibilities include, but are not limited to the following:

- Supports current national distributors by building rapport, providing technical information and explanations
- Visits alone or with national distributors potential customers (farmers, local distributors, feed mills, agents, etc.)
- Develops sales strategy for different Markets
- Organize and give technical seminars/conferences
- Develops new sales opportunities by researching and identifying potential accounts, soliciting new accounts
- Creates, updates and follows up on customers and partners using a rigorous customer service methodology
- Reports Technical/sales visits and progress notes to the Global Manager on a weekly basis and fulfill the CRM
- Helps R&D Manager Implement and coordinate experimental and commercial research trials and development of new products.
- Actively participates in Commercial Trade Shows and Technical Conferences

- Accomplishes organization goals by accepting ownership for new and different requests; exploring opportunities to add value to job accomplishments
- Focus on maintaining a persistent and diligent value-added sales strategy
- Support all marketing initiatives to enhance the company's profile within the industry in the area
- Continually coach, motivate, train and mentor the Distributor sales representatives to work toward common goals in a consistent, diligent, value added manner for our customers
- Coordinate communications between distributors and FARM FAES (technical, order, logistics, admin, marketing)

Qualifications

- Veterinarian / Animal science: 3 years
- Animal Nutrition Sales Industry: 3 years
- Overall strong communication and sales skills
- Excellent English (written and spoken)
- Excellent negotiation, analytical, time management and organizational skills
- Capacity to understand and discuss animal nutrition and formulation
- Great autonomy, discipline, perseverance and rigor in organizing personal work
- Positive attitude and drive to provide customer solutions through sales
- Capacity to travel within different Asian and MENA countries 40% of the time

Terms of Employment

Full time

Start date: as soon as possible

What we offer

Competitive salary: depending on experience and qualifications.

Company car: from the sixth month onwards.

Bonus on sales results: to be determined yearly.

Expenses/allowance: All expenses must be justified monthly on the CRM.

Continuous training by FARM FAES technical team.

Total support from technical and sales.