

Be on the hop? We need you!

Shape your future
- We support you
- Confidentiality guaranteed

Global Technical-Commercial Manager - Feed Additives (m/w/d)

For more than 50 years, our client has built an image as a reliable producer of feed specialties for high performing farm animals. The products are based on active ingredients from natural resources. Our client is a family-owned company seeking further expansion into the international market. – For this challenging and responsible job in a growing market we are seeking the ambitious sales leader with a sound technical background to grow the business.

What you can expect:

- Follow-up business with existing clients/distributors in the feed industry
- Develop the market by visiting prospects
- Identify customer needs and business opportunities
- Implement global sales strategy
- Promote the superior properties of naturally-derived products to clients
- Actively support the R&D team in product innovation
- Elaborate annual budget plan
- Monitor the competitive market environment
- Technical training and daily business support on products will be provided
- Competitive salary plus incentive plan

What is required:

- BSc/MSc degree in agriculture or veterinarian
- Minimum 5 years' experience in a global marketing and sales function
- Knowledge and network in the international feed additive market
- Commercial and technical expertise
- Responsible attitude
- Independent worker enjoying lean organisation and short decision paths
- Well organized and transparent work style
- Creative and driven to achieve results
- Strong business communication skills, from oral presentations to business writing
- Able to communicate in German and English
- Working from home is possible
- **Reference 417204201**

Interested? – Just contact • Dr. Roger Fenster • Tel. +49 7621 477 16
or send your application to • roger.fenster@agriassociates.de
www.agriassociates.de

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