

# Be on the hop? We need you!

*Shape your future  
- We support you  
- Confidentiality guaranteed*

## Technical-Commercial Manager - Feed Additives (m/w)

Over the past 25 years, our client has built an international reputation as one of the world leaders in particular feed specialties for high performing farm animals. - This is a challenging and responsible job in a growing market with multi-national clients. Due to the forthcoming retirement of the present job holder, we are seeking the successor to further grow the business with a technical based sales approach.

### What you can expect:

- Follow up of existing clients/distributors in the feed industry
- Develop the market by visiting prospects
- Implement global sales strategy
- Identify customer needs and business opportunities
- Demonstrate superior quality of own products to clients
- Actively support R&D team in product innovations
- Elaborate annual budget plan
- Monitor competitive market environment
- Technical training and support regarding product portfolio will be provided
- Highly competitive salary package plus incentive plan

### What is required:

- BSc/MSc degree in agriculture or veterinarian
- Minimum 5 years experience in a global marketing and sales function
- Familiar with the international feed additive market and good networker
- Commercial and technical skills and a responsible attitude
- Leadership person enjoying lean organisation structure and short decision processes
- 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
- Home office base is possible
- **Reference 416149401**

**Interested? – Just contact • Dr. Roger Fenster • Tel. +49 7621 47716  
or send your application to • Roger.Fenster@AGRIassociates.de  
www.AGRIassociates.de**

Sie wünschen sich einen Personalberater, der Ihre Bedürfnisse und die Besonderheiten Ihrer Branche genau versteht? Dann sind Sie bei AGRI-associates genau richtig: Sie sprechen mit erfahrenen Agrar- und Personalexperten. Nach sorgfältiger Beratung bringen wir Sie mit dem passenden Auftraggeber im Agribusiness in Kontakt. Profitieren Sie von unseren langfristigen und vertraulichen Kontakten und unseren 28 Büros weltweit. **Die Vertraulichkeit Ihrer persönlichen Daten garantieren wir. Sprechen Sie mit uns.**



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