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Job Description for Technical Sales Manager, Central/South America

Company

Our client is an export focused Irish-based company specialising in processing, sales and distribution of marine algae products into the animal nutrition market. The company has an established and growing business in this sector particularly into global markets.

Role Summary


Technical Sales Manager primary function is to help the client develop its business in South America through developing a partner network and supporting them technically. This position will interface with current and prospective customers coordinating and driving the implementation of the company products that includes enzymes, direct fed microbials, etc. for the Animal Feed/Nutrition industry. The individual who will excel in this role will be energetic, comfortable communicating verbally and through written communication and be an effective team manager. The Head Office for Central/South America is based in Panama but this role is flexible around actual candidate location in terms of country in this region as 'fit' for the role is paramount.

Responsibilities

- Identify key customers and potential business partners
- Create strategic sales and marketing plan for the identified market segment in the area of operation
- Implement key business strategies as agreed with management to attain set business goals.
- Maintain a sound and profitable business with partners and customers
- Support the business partners from a technical stand point across all species.



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Requirements

- Candidate must possess at least Bachelor's / College Degree in Agriculture / Veterinary or any related degree.
- Required language(s): English, Spanish.
- Must be willing to be assigned in South America
- Knowledge of the local Animal Feed industry is a must.
- Farm and Sales experience can be an advantage.
- Ability to communicate effectively and fluently both verbally and in writing.
- Can work with minimal supervision.
- Clear understanding of the sales process and career goals.
- Ability to consult, influence, change, and establish effective and productive working relationships internally and with stakeholders.
- Able to develop and motivate customers to develop business with the company.
- Highly motivated.

Remuneration

Attractive remuneration will be offered in line with experience and shall be firmed up during the interview process. If interested to explore please apply enclosing your CV in Word format and Cover Letter to se.arch@consultghi.com or to further discuss please text/call Greg O'Hanlon on +353 876 003 620