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## Job Description for Technical Sales Managers, North and 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 with exports into over 40 countries.

### **Role summary**

They are searching for two Technical Sales Managers to cover the regions of North (Mexico, US and Canada) and Central/South America. The person covering North America would be home based with travel as required. The Central/South America position would also be home based but in addition would require an oversight of the Panama office with a physical presence required in that office roughly one week out of every month.


The primary function of these roles is to help our client grow its business in North and Central/South America through developing a partner network and supporting them technically. These positions 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 individuals who will excel in this role will be passionate about their career, be strategically connected to relevant networks, have a high achieving and relevant sales track record and be technically competent from a science perspective to engender credibility in the market and capitalize on opportunities only identifiable through a solid understanding of the science.

### **Responsibilities**

- Building relationships within the Animal Feed/Nutrition industry
- Drive overall profitability and growth of the business segment
- Progress business opportunities and achieve revenue budget and growth targets



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- Find new opportunities and drive through the sales process with a valuable outcome for the customer
- Develop and implement account plans, present and negotiate commercial offers based on marketing strategy
- Resolve customer issues and define unmet needs
- Effectively utilize business and sales tools
- Train customers and distributors on understanding and using the nutritional products.
- Maintain a high standard of professional product knowledge.

### **Requirements**

- Agricultural Science degree or other related qualification
- Excellent feed ingredient and animal nutrition knowledge and networks
- Strong communication skills
- Proactiveness
- Happy to travel extensively
- Sales experience

### **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](mailto:se.arch@consultghi.com) or to further discuss please text/call Greg O'Hanlon on +353 876 003 620