**Is there someone you know, in your network, just right for this position?**

**Please feel free to forward this job description** to anyone in your network **for whom this**

**opportunity could be *“just the ticket”.*** Your help is much appreciated!

**Le Bourdon & Associés** [**LBA**] has an excellent opportunity for a

**Technical Sales Representative,**

**Monogastric Nutritional Specialty Products for France**

Our client, a global leader in Animal Nutrition, seeks a Specialty Products Technical Sales Representative with Monogastric Nutrition/Feed knowledge to cover France. This position is for an entry-to-junior professional prepared to learn, working in close collaboration with a senior Sales Manager. The firm prides itself on developing new markets while maintaining existing clients with the quality and innovation of its products, investing in both research and industry.

**The ideal candidate for this position will have both technical knowledge, ideally including the role of specialty products in formulation, with a high degree of interest in developing their commercial acumen.** This position will involve business prospection to build upon the existing client base, and the personality and ability to build a strong network. This position reports to the Southern Europe Area Manager.

****Interested parties should contact **marieandree@lbarecrute.com** **,**

Not

PDF

sending **an English** **CV of 1-3 page maximum** in **Word** format**, please!**



Mia Job

**IF** your CV has large blocks of color or a color background**,**

 **please also send a print-version CV requiring far less ink!**

CV

**Candidate Requirements: Permanent Position**

* A BSc or higher degree, in **Animal Nutrition**, **Agricultural Engineering**, or a related subject – the equivalent in experience *may* be considered
* A minimum of **0-3 years of experience** in the **monogastric nutrition/feed industry**
* Strong commercial mindset potential
* Knowledge of Monogastric Nutrition: **formulation, premix, feed additives experience a bit plus**
* Strong ability or potential in business prospection and the ability to develop a **French network** **in monogastric nutrition** is essential: Premix & Feed firms, integrators, etc.
* Good ability or potential to give engaging technical presentations and solutions
* Ability to work well autonomously, as a self-starter, AND in a team environment
* Adept in, or with the potential to, developing business opportunities and ensuring that effective client relationships are established with care and well-maintained
* Proficiency in MS Office programs is a must; familiarity with CRM is a plus
* Professional Fluency in English and in French, strong writing skills in both required

* Ideally already based in NW France or willing to relocate
* Willingness to travel approximately 60% of the time within France, with several trips abroad each year

**Position Requirements:**

* The Specialties Technical Sales Representative will promote and sell the Nutritional Specialty products within France in collaboration with a senior manager.
* Develop deep technical understanding of the Monogastric Nutritional Specialties portfolio of products and related services
* Promote the nutritional features and benefits of the products to both existing customers and identified prospective clients
	+ With increased experience propose adapted and tailored solutions, combining products and services, and demonstrating their values
	+ Monitor local technical trials, in conjunction with Technical Advisers
	+ Ensure the success of new product launches
	+ Collaborate in planning actions and define local tactics to achieve established objectives
	+ Succeed in closing deals
* Build upon the established customer base, with new client prospection, and earn customer loyalty
	+ Identify the customers’ needs, problems, objectives, and business potential in order to define, propose, and deliver the appropriate products & services
	+ Understand the decision-making process in the key accounts’ organizations
	+ Develop strong commercial relations with customers through frequent contact and visits, and events (presentations, fairs, local and global events…)
	+ Help to define and communicate Specialty Product Development priorities
	+ Contribute locally to business development with Global Key Accounts [GKA] adhering to the GKA Manager’s strategy and priorities for each account
* Collaborate with the Regional Category Managers regarding prices, volumes, and forecasts of the Specialties products
	+ Contribute to the Specialties Products Marketing activities (advertising, events, testimonials, etc.) in cooperation with the Marketing Department
	+ Analyze the animal feed markets, growth perspectives, opportunities, threats, gathering competitive & market intelligence, reporting information
* Maximize the use of the CRM system for reporting of visits, projects, customer contacts and customer information
* Foster productive relationships both internally within a complex organization, and externally: customers, influencers, key opinion leaders, etc.

This position comes with a very competitive salary, bonus, *participation* & other benefits.

**marieandree@lbarecrute.com** [**www.lbarecrute.com**](http://www.lbarecrute.com)