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

**A candidate born to SELL in the Monogastric/Animal Nutrition industry!**

A Sales Manager with experience and a strong network across NW France, able to start off as the point-person and then to build a successful team.

**A highly autonomous, self-driven go-getter who thrives in a relaxed structure ~ “just knows the right thing to do at the right time!”**

Intrigued by natural, plant-based feed additives**,** with a basic knowledge of additives and monogastric nutrition, knowing when to turn to in-depth company technical support when needed for the best client solutions.

**Ready to be part of a “build-up” – with that “start-up” energy but more established - that is strong in LATAM, established and growing in EU.**

Both highly independent and highly collaborative, ready to contribute knowledge, observations, and opinions to the company discussions...

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

**Sales Manager for France,** Monogastric Additives

Our client, an agile, innovative, and fast-growing company that markets scientifically proven, natural, plant-based and specialty Animal Nutrition and Health products, seeks a Sales Manager with basic knowledge in both Poultry and Swine Nutrition and Health. This opportunity is a **home office-based position** involving domestic and limited international business travel. With success, this national role in France may well become a regional EU position.

**Please feel free to forward this information to anyone in your network for whom this opportunity could be *“just the ticket”;*** interested parties should contact **Le Bourdon & Associés (LBA)** and mail a **CV (3 page MAXIMUM) in Word Format.**

 Your help is much appreciated!

**marieandree@lbarecrute.com**

**Candidate Requirements:**

* **An MSc preferred in Animal Nutrition, Animal Science / Production / Husbandry, DVM, Agricultural Engineering or even an Agronomy degree is preferred**; other **relevant scientific or business** educational background may be considered in conjunction with the right experience and skills
* **4 - 7 years**’ experience minimum - **Proven BtoB SALES success in France with a strong, established network:** Feedmills, Premix, Integrators, *Firme-services...*
* Knowledge of and experience in the **French** industry - **monogastric (or with ruminant) feed additives/nutrition market knowledge** is a must
* Formulation and/or phytogenics knowledge is a big plus
* **Native-speaker level fluency in oral and written French is a must**
* **Fluent, professional English is necessary, along with excellent English writing**
* Fluent **Spanish** is a significant plus / Other EU language are of value
* Excellent at questioning, **listening** to clients’ needs
* Skilled at presenting product benefits for value-added sales, presentations
* **Highly self-motivated, self-directed, and autonomous in** work ~ a self-starter who is organized, adept at planning, and resourceful, pro-active, a SOLUTION SEEKER
* Proven ability and willingness **to collaborate as a** **team player is a must**
* Good interpersonal skills, and demonstrated **relationship-building** **ability**
* Possess a good level of adaptability/ flexible in a developing role in the firm
* Adept at use of MS Office programs for analyses and presentations, etc.
* Willingness to travel within France and, less often, beyond French borders

**Position Responsibilities:**

* Able attract new customers: good communication, relationship skills and follow-up

and maintain existing customers

* Possess basic technical knowledge/Know when to turn to in-house Technical Support
* Create demand for firm’s products with proposed solutions for customer needs
* Identify needs and trends to contribute to new product development or adaptation
* Pursue competitor and **French market intelligence**, reporting back to the company
* Provide training to clients, distributors and internally/ Collaborate with colleagues
* Assure business development with **responsive, direct support and visits to customers**
* Participate in relevant business exhibitions and scientific / technical congresses
* Support the growth of the company in contributing to the adoption and the adaptation of processes, and respecting the confidentiality of information of value to the firm

This position comes with a competitive salary, bonus & benefits

and reports to the Sales Director

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