
NEW POSITION OPENING

TECHNICAL SALES MANAGER ASIA (Hanoi, Vietnam)

Company Profile

Ceresco Nutrition is a Canada-based animal nutrition company that provides practical and innovative solutions for swine, poultry, ruminants and aquaculture. Established in 2012, we are a young Research and Development company that propose natural products with unique and technologically advanced functions which increases animal performance, improves their welfare and reduces the environmental impact. Our main product called SILICA+ is a 100% natural product, extracted from earth, insoluble in water, unabsorbed in the gut that returns to mother earth with no pollution, contamination or residue.

Job Summary

Reporting to the Vice-President of sales who is based in Canada, the Sales Manager in Asia is responsible for developing sales solutions in Asia. While some technical knowledge in animal feed (pork, poultry, aquaculture and ruminants) is required, the candidate must have a passion for global sales and business development.

Key Responsibilities

Specific responsibilities include, but are not limited to the following:

- Supports current national distributors by building rapport; providing technical information and explanations
- Visits alone or with national distributors potential customers (farmers, local distributors, feed mills pre-mixers, agents, etc.)
- Develops sales strategy for different Asia Markets (Thailand, Cambodia, South Korea, Taiwan, Japan)
- Develops new sales opportunities by researching and identifying potential accounts; soliciting new accounts
- Closes new accounts by answering telephone and e-mail inquiries.
- Creates, updates and follows up on customers and partners using a rigorous customer service methodology
- Reports sales visits and progress notes to Canadian Head Office on a monthly basis
- Helps R&D Manager implement and coordinate experimental and commercial research trials
- Actively participates in Commercial Trade Shows and Technical Conferences
- Accomplishes organization goals by accepting ownership for new and different requests; exploring opportunities to add value to job accomplishments
- Focus on maintaining a persistent and diligent value added sales strategy
- Support all marketing initiatives to enhance the company's profile within the industry in Asia
- Continually coach, motivate, train and mentor the Distributor sales representatives to work toward common goals in a consistent, diligent, value added manner for our customers

Qualifications

- Post-secondary education in animal science and applicable practical experience
 - Overall strong communication and sales skills
 - Excellent negotiation, analytical, time management and organizational skills
 - Proven ability to multi-task in a fast paced environment
 - Excellent English (written and spoken)
 - Capacity to understand and discuss animal nutrition and formulation in Aquaculture and/or swine and/or poultry and/or ruminants sectors
 - Great autonomy, discipline, perseverance and rigour in organizing personal work
 - Positive attitude and drive to provide customer solutions through sales
 - Capacity to live and work out of one of our distributor offices either in Hanoi, Shanghai or Bangkok
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- Capacity to travel within different Asian countries every 2 weeks and abroad as required

Terms of Employment

Full-time; Permanent.

Position Start Date

As soon as possible.

What we offer

Base salary commensurate with experience; bonus on sales results

Application Close Date

March 1st, 2018 or as soon as a suitable candidate is found.

How to Apply

Website: ceresconutrition.com

While we appreciate all applications, only those candidates who are qualified and chosen for an interview will be contacted.

Job Type: Full-time

Required education:

Bachelor's

Required experience:

- Animal Science: 3 years
- Animal Nutrition Sales Industry: 3 years
- Executive maturity: 5 years
- Production and Management, Nutrition Management Software (Not required, but a plus): 1 year

Required license or certification:

Driver's Licence

Please send your CV by e-mail to Luigi Pomponi at lpomponi@ceresconutrition.com



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