

LE BOURDON & ASSOCIÉS [LBA] has an excellent opportunity for a
TECHNICAL SALES MANAGER, BENE LUX

This position requires a candidate with a **mix of excellent technical knowledge, a strong commercial sense, and demonstrated business development success.** With the proven ability to support existing clients, to identify potential customers and to build productive business relationships, the hired candidate will enjoy flexibility in a dynamic firm where decisions are made in a timely manner to further business development.

Our client, a leading, international company in **R&D and in the sales of innovative feed additives and dietetic complementary supplements,** seeks a dynamic, self-motivated sales professional with a strong technical background to develop business in BeNeLux. The ideal candidate will be knowledgeable in Feed Additives & Animal Nutrition and possess excellent business acumen. The firm provides personalized training, and the opportunity to work as a part of a dynamic, successful, international team. The candidate hired will have a proven track record of assuring business growth, possessing advanced sales skills, able to provide technical support/solution assistance and knowledge of businesses in the BeNeLux region.

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!

Interested parties should contact **Le Bourdon & Associés [LBA]** at **marieandree@lbarecrute.com** sending a **1-3 page MAXIMUM CV in Word Format.**

Candidate Requirements:

PERMANENT POSITION

- **A university degree in Animal Science, Veterinary Medicine, or even better in Animal Nutrition**
- **At least 3+ years sales and technical support experience**
- Developed knowledge of animal feed and animal physiology
- Knowledge of and experience in the feed industry in the region

- **Professional proficiency in English, both spoken and written is a must**
- Proven excellent communication skills
- Adept at constructive, analytical thinking
- Result-driven and of a commercial mindset
- Capable of engaging an audience, strong presentation abilities
- Able to explain complex, scientific concepts in simple words
- **Able and willing to travel (30-40%)**

Position Responsibilities:

- Establish and maintain strong customer relationships:
 - Retain existing customers with responsive support
 - Identify and secure new customers creating client loyalty
 - Interact directly with customers
- Pursue goal-oriented business development

- Provide technical support to customers
- Execute established sales strategies
- Maintain a high degree of market intelligence and analysis
- Manage time and travel time for great efficiency and results

This position comes with a competitive salary, bonus & benefits.

marieandree@lbarecrute.com

www.lbarecrute.com