

LE BOURDON & ASSOCIÉS [LBA] has an excellent opportunity for a  
**TECHNICAL-SALES MANAGER, NE FRANCE**

**RUMINANT NUTRITION OR RUMINANT & MONOGASTRIC NUTRITION**

This position, for an Animal Nutrition Sales professional, requires a **mix of demonstrated sales success and technical knowledge**, business savvy, and the ability to effectively communicate sound advice/technical support to farmers/ranchers, distributors, clients, and key account customers.

Our client, an innovative fast-growing company in Animal Nutrition and Health, seeks a Technical-Sales Manager with a **ruminant nutrition specialist (or an all-species nutrition generalist) with solid technical support experience**. Developed knowledge of the Ruminant Nutrition market in NE France is very much desired. This opportunity has the possibility to be a home office-based position; the candidate hired will be able to succeed independently and possess great self-discipline and motivation.

The ideal candidate is very self-directed, with a proven track record of successful sales and technical support, with the ability to build on an established customer base and develop new distribution networks. This is not a pharmaceutical or health job, but a position for a **Ruminant (or an all-species generalist) Nutrition / Feed Additives professional**.

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 in **Word Format**. Your help is much appreciated!

PERMANENT POSITION

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**Candidate Requirements:**

- ❖ A university degree in Animal Nutrition or Agriculture is highly valued; other highly **relevant scientific** educational background may be considered in conjunction with the right experience and skills
- ❖ A **minimum of 5 years of proven SUCCESS in SALES AND TECHNICAL EXPERIENCE is essential to the position**
- ❖ Experience in and knowledge of Ruminant or an all-species generalist Nutrition is a **must**
- ❖ An existing network of feed/ nutrition contacts in NE France is very **highly valued**, and contacts in **French-speaking Belgium** are also a plus
- ❖ Good knowledge of raising livestock is important to be able to converse with food distributors, manufacturers, mineral producers,
  
- ❖ **Fluent professional English is a must, along with good English writing skills**
- ❖ **Native speaker French** is a must
  
- ❖ Excellent at questioning, **listening** to clients and others, & engaging in **presentations**
- ❖ A high-level of **autonomy** is required: self-motivated, self-directed and independent in work
- ❖ A self-starter: organized, adept at planning, and resourceful. A person of integrity

- ❖ Established track record of proactively accomplishing assigned goals
- ❖ Good interpersonal skills, and demonstrated **relationship-building** ability
- ❖ Proven ability and willingness to participate as a **team player** is a must
- ❖ Adept at **cross-cultural communication** skills
- ❖ Willingness to travel up to 50%, experienced in business travel and ready for more!

**Position Responsibilities:**

- **Able to further develop establish client base and create new distribution networks**
- Define sales budget and marketing actions for each country of the region
- Provide technical support to clients, distributors and key customers
- Assure direct support and visits to customers to guarantee business development
- Interconnect local actions to support sales and cooperation with regional key accounts
- Participate in relevant business exhibitions and scientific / technical congresses.
- Interact successfully with individuals of diverse professions, educational backgrounds and nationalities
- Communicate effectively with the different players in the industry (making scientific or theoretical information accessible to farmer. Or effectively communicating the end-user experience to a sales executive or a scientist, etc.)
- Create demand for firm's products with technical solutions for customer needs

**This position comes with a competitive salary package.**

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