Business Development Manager
Aquaculture (m/f/d)
21JR027102

Fish and shrimp farmers as well as aqua feed producers rely on solutions and technologies that can help them profitably manage their business. As an internationally operating supplier of feed additives and specialized feed materials our client is serving the aquaculture industry with tailor-made products and solutions.

Purpose and Scope of Position:

• Sales of feed additives for aqua feed
• Responsibility for turnover and EBITDA margin
• Key account management
• Designing and implementing of market entry strategies
• Visiting clients and prospects in the feed industry
• Advising customers on all aspects of aquaculture
• Close cooperation and support of R&D and Product Development
• Participation in fairs and congresses
• Motivating remuneration package

Your profile:

• Degree in Business and/or a Feed-related field
• At least 4 years of sales or marketing experience in the Animal Feed sector
• Solid aqua feed sector knowledge worldwide, focus on Asia and Europe
• Product development background is favourable
• Strong service mentality and customer orientation
• Excellent analytical, communication and negotiation skills
• Independent, proactive and efficient
• Willingness to travel worldwide
• Working knowledge of English, other languages are an asset

Interested? Please, call +49 176 556 299 56 for more details or send your application letter and cv to jochen@riebensahm-recruiting.de