



At **BIOMIN** we harness the power of science to support animal health and performance. By applying state-of-the-art and proprietary technology we deliver natural, sustainable and profitable solutions to the livestock industry. For over 35 years we have pioneered innovative solutions for mycotoxin risk management and gut performance. **BIOMIN is a DSM company.**

To further secure our rapid growth we are looking for the right woman or man to fill our vacant position as

## **TECHNICAL SALES MANAGER POULTRY (M/F/D)**

**BRING IN YOUR STRONG SPECIES EXPERTISE AND MARKET KNOW HOW TO SUPPORT BIOMIN'S SALES TEAM SUCCESSFULLY**

**This role can be located anywhere in Europe and is home office based.**

**Sales Area: Middle East & Africa**

**This is how you will contribute to the team:**

- Provide technical support to Sales Management for face-to-face and/or remote sales to new or existing customers to evaluate customer needs. Provide suggestions for appropriate products, services and/or solutions.
- Provide product training to sales team and distributors.
- Identify competitive advantages, product arguments and customer solutions as part of the product positioning concept.
- Conduct competitor research and customer market trends in an effort to grow and develop defined market further.
- Assist the sales team with individual account and sales territory planning to encourage further growth.
- Provide inputs for scientific trials and organize field trials by developing customer application and validation protocols/reports.
- Provide proposals for new product and application development.
- Present data at scientific conferences, participate in fairs and trade shows when required in order to share further knowledge on products in an effort to grow market share.
- Write technical articles to support content marketing initiatives.

**FOR RESULT-DRIVEN SALES TALENTS WITH PASSION FOR ANIMAL NUTRITION AND HEALTH, WE ARE THE BEST PLACE TO BE. ARE YOU READY?**

**WHAT DO WE STAND FOR? WE ARE PIONEERS, PARTNERS AND PERFORMERS!**

- 100% of trust in you and your skills in advance
- Structured on-boarding program for a good start into your new job

- Strong technical background (BSc, MSc, PhD in agricultural sciences or veterinary medicine)
- Practical experience in the poultry industry
- Business experience in feed additives and/or animal feed sales
- Highly dedicated and outgoing personality with good communication and presentation skills
- Self-motivated, with a “can do” & cheerful attitude
- Willingness to travel (~50% business travel)
- Possession of valid passport for international travel
- Driving license for passenger cars
- Portfolio of scientifically sound and proven products and services
- Participation in the most important national and international trade fairs and events in our industry
- Training on the job with experienced colleagues as well as a comprehensive internal and external training offer
- Company car, mobile phone, notebook to plan and complete your customer appointments in the most efficient way
- Home office with strong support from colleagues in the office in Austria
- You are part of a successful company with successful employees, that makes you successful too!
- Have a look at our Sustainability Report (<https://www.erber-group.net/en/our-responsibility/sustainability/>) to get to know us even better.
- Here are some more good reasons to work for us (<http://www.erber-group.net/en/careers/why-to-apply/>).

#### WHAT ELSE DO YOU NEED TO KNOW?

- Reference Number: 806
- You will be based in EMEA Homeoffice
- Your type of employment: fulltime/employed
- This position is available immediately however, we are happy to consider your notice period or your desired start date.
- We offer an attractive total compensation package starting based on market value and your qualification.



YouTube

Are you ready to leave real 'foodprints' with us? We are looking forward to your online application.

Do you have any questions? Please contact: Ms **Claudia HUBER-NEWMAN**, +43 2782 803 0  
Or visit our website: **[www.biomin.net](http://www.biomin.net)**

*Leave your foodprint with us*



Naturally ahead

