

Le Bourdon & Associés (LBA) has an excellent opportunity for a
ANIMAL NUTRITION TECHNICAL SERVICE MANAGER

ITALY & FRANCE, ISRAEL, GREECE, TURKEY, SLOVENIA AND CROATIA

This position requires a professional savvy in **product development, technical support and management**. Product development responsibilities include identifying and assessing opportunities, contributing to marketing plans (surveys, trials, positioning, products launches ...) in coordination with the Marketing Management.

Technical Support responsibilities include providing technical support to sales people and customers in **Italy, France, Greece, Turkey and Israel, Slovenia, and Croatia** based upon a technical understanding of the product portfolio offered in region. The candidate hired will handle all technical issues/complaints from clients, facilitate the relationships with laboratories/ universities and be responsible for technical support to the EME (Europe & Middle East) group.

Key management responsibilities will include defining regional needs for R&D and supporting research activities, ensuring the appropriate valorization of technical information produced by R&D for marketing, technical and sales activities (editing reports, technical notes and articles, training, etc.)

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

marieandree@lbarecruite.com

Candidate Requirements:

Advanced Animal Nutritional knowledge is essential to this position

- ❖ Degree in **Animal Nutrition**, Science, DVM or other relevant field
- ❖ Minimum 4 years** of experience in Animal Nutrition/Health including Technical Support, Product Development and Management responsibilities :
 - International sales & business skills and experience to understand and optimize multi-country and multi-cultural business activities
 - Market understanding (competitive products, positioning, customer need etc.)
 - Commercial skills to focus, execute and direct sales activities
- ❖ Working knowledge of Microsoft Office: Excel, PowerPoint , Word and Outlook
- ❖ Excellent oral and written **English and Italian**
- ❖ Capable communication skills in **French highly desirable**, other regional language skills a plus
- ❖ Cooperative influencer, problem solver and decision maker with positive attitude and critical thinking skills :
 - Adept at **understanding and explaining complex products**
 - Quick to assess and understand a customer’s needs
 - Problem-solving skills with a solution-seeking attitude
 - Communication, interpersonal and intercultural skills
 - Reliability and strong organizational skills
 - **Leadership** capabilities, with the ability to work well autonomously **and** as part of a team, possessing a team-player personality

**Less than 4 years' experience will be considered with the right Animal Nutrition knowledge, strong communication skills and customer orientation and language skills !

Position Responsibilities

- Provide customer technical support in Italy, France, Israel, Greece, Turkey, Slovenia and Croatia while focusing on the product data needed to support Sales & Marketing teams
- Contribute to company growth as a multi-product/program and customer-focused company
- Identify, assess and propose product development and innovation opportunities
- Introduce value-added solutions/products
- Participate actively in Technical Service team meetings to promote exchange of technical knowledge, training, focus and alignment
- Assume responsibility for **translation, presentation preparation**, informational literature & pdfs, and **product data & documentation**, etc.
- Provide **training** to sales people and distributors
- Pursue **scientific intelligence**
- Collaborate synergistically with Sales, Market management and R&D teams
- Contribute to the generation and updating of product documentation (data sheet, technical information, product presentation, training material) in coordination with Marketing
- Create and maintain a network with local laboratories, universities and research facilities, represent the firm at public conferences by pro-actively sending in abstracts, posters and making presentations
- Adhere to key policies adopted by the company relevant to the position

This position comes with a competitive salary/bonus and benefit package.

marieandree@lbarecruite.com

www.lbarecruite.com

LE BOURDON & ASSOCIÉS (LBA) has an excellent opportunity for a

VETERINARIAN/TECHNICAL SUPPORT, EUROPE

in the **Animal Health & Nutrition industry**. This position involves contributing to the growth of a highly-respected international company by increasing sales activity with **excellent technical support of Area Sales Managers**, and other colleagues as needed. The candidate hired, a **veterinarian**, must have excellent knowledge of ruminants and the cattle market. The ideal candidate is results-driven, well-organized, able to work autonomously, excellent in making presentations and enjoys extensive international business travel. Additionally, this position requires a candidate capable of organizing and producing professional technical events and communication/documentation. **The candidate hired for this position could be based in Belgium or from a home office near a major European airport.**

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CANDIDATE REQUIREMENTS:

- ❖ A **degree in Veterinary Medicine (DVM)**
- ❖ A **minimum 5 years of proven technical success** in the **Animal Nutrition/Health** field.
 - Solid Animal Health industry/sector experience & knowledge
 - **Extensive knowledge & experience** of the cattle market
 - Excellent technical/scientific background in Animal Health
- ❖ Advanced professional **English**: written and verbal communication skills AND
- ❖ **French fluency** with another European language highly desirable OR
- ❖ **German/Spanish/Italian fluency** with another European language highly desirable
- ❖ Personal Qualities must include:
 - **Results driven and responsive**
 - Excellent **social** and **communication** skills, adept at **questioning, listening** to clients and others, **out-going**, and **demonstrated intercultural sensitivity**
 - **Engaging and convincing in presentations/demonstrations**
 - **Dynamic, can-do attitude, autonomous** and motivated while still **flexible**, and able to adapt to situations as they arise
 - **Organized, adept at planning**, resourceful and a person of integrity
 - Established track record of **proactively accomplishing assigned** goals and objectives on-time or faster
 - Proven ability & willingness to **work very independently** with documented success as a highly-disciplined, self-starter – yet also able to participate as a **team player**
- ❖ Able to travel intensively (up to 80%)and extensively throughout the allocated region
- ❖ Solid computer skills - Microsoft Office: Word, Excel, Powerpoint, etc.

POSITION RESPONSIBILITIES

- Provide technical support throughout Europe as needed
- Support/collaborate with Sales Managers and other colleagues, including jointly visiting veterinarian clinics and other clients
- Plan, organize & manage technical events (field trials, meetings, lectures, etc.)
- Contribute to technical writing and publications
- Collaborate effectively with other teams: R&D, Sales, Marketing etc.

This position offers excellent career prospects and a compensation package consisting of a competitive base salary and targeted bonus incentives.