**Role Description & Person Profile**

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| **Job Title** | Technical Manager (ASPAC) |
| **Reports to** | Technical Director (ASPAC) |
| **Business** | AB Vista |
| **Location** | South-East Asia/North Asia |
| **Direct & Indirect Reports** | N/A |
| **Budget Responsibility** | N/A |

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| **Role Overview**  Impact Statement | Provide, develop and improve technical support to key customers and distributors in ASPAC region. |
| **Key Responsibilities** | * Technical support across the region to our key customers and distributors * Coaching and training both technical and salespersons in ASPAC to improve their ability to sell technical value-added products * Managing product evaluations and development trials with key customers and research institutes, while updating the sales pipeline depending on the stage and success of evaluations with customers * Developing and maintaining relationships with key customers and other stakeholders in the animal feed industry * Giving feedback on market development and customer needs to steer innovative R&D and develop/improve value added technical services * Work together with services team, promoting and helping develop new offerings * Presenting technical papers in scientific meetings and publishing articles in scientific and professional press. |
| **Key Stakeholders** | AB Vista Regional Technical Managers AB Vista Regional Sales Directors AB Vista Distributors Leads relationships with key swine customers and other major sector stakeholders |
| **Other Factors**  Travel, shift pattern, working hours, Licence type etc. | 50% international travel |

**Person Profile**

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| **Required experience, qualifications, and necessary knowledge** | |
| **Essential** | **Desirable** |
| * Degree in animal science or veterinary medicine with emphasis in Swine * A good understanding of feed and livestock industries with a proven track record of accomplishment in commercial Swine production/nutrition or feed additives/ingredients industries * Fluent written and spoken English | * At least one other ASIAN language(s) is highly advantageous |

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| **Key Behaviours** | * Organised, flexible, self-motivated and ambitious * Good communication, time management and interpersonal skills |
| **AB Agri High Performance Framework** | Our high-performance framework is a set of guiding behaviours which have been created with people from across our businesses to enable great performance across the organisation. The focus is on what you can do to demonstrate high performance in your role, as well as the behavioural inputs to assist you getting there.   * Pioneering – Curious, spirited and bold. We lead the right way. * Excellence – We seek excellence in all that we do. * Growth – We create ways for our people and customers to thrive. That’s how we keep making a difference. |