

Role Description & Person Profile

Job title:	Swine Specialist
Reports to:	Regional Technical Lead SE Asia - Eric Tan Country Manager - Nguyen Thuong Hien
Location:	HCMC/ Hanoi
Direct & Indirect Reports:	
Role Overview	To support ABAV's Technical & Commercial Teams in the technical field
Key Responsibilities:	<p>1. Product Presentations & Technical Consultation (10%)</p> <p>Deliver product presentations to new customers and colleagues, providing guidance on product usage and applications. Prepare technical documents and supporting materials for customer presentations and assist with translation during expert consultations.</p> <p>2. Customer Support & Business Development (15%)</p> <p>Maintain and strengthen relationships with existing customers by addressing product and technical inquiries, troubleshooting issues, and coordinating with experts when necessary. Install Pump 'n' Grow automatic milk pumps on farms, provide user and repair instructions, and support customers in resolving operational issues.</p> <p>3. Technical Sales Support & Customer Solutions (15%)</p> <p>Support sales activities by delivering technical services and practical solutions that contribute to customer success. Advise customers on improving farm performance through effective use of company products and professional recommendations.</p> <p>4. Technical Research & Marketing Communication (15%)</p> <p>Research and prepare technical information, scientific papers, and articles for customer communications and market updates. Share relevant market trends with the team and customers and gather scientific evidence to strengthen product consultancy and recommendations.</p> <p>5. Commercial Trial Data Collection & Analysis (10%)</p> <p>Coordinate product trials, collect and analyse data during customer testing periods, and demonstrate the economic and</p>

	<p>operational benefits of the company's products based on trial results.</p> <p>6. New Product Development Support (10%)</p> <p>Contribute to expanding the company's product portfolio by evaluating new product ideas and market opportunities based on industry knowledge and practical experience. Assess product effectiveness, business potential, and pricing comparisons when available.</p> <p>7. Conference & Exhibition Representation (5%)</p> <p>Represent the company at technical conferences, exhibitions, and industry forums to maintain brand presence and stay updated on market developments. Assist with seminar presentations and provide translation support for experts when required.</p> <p>8. Marketing Support (10%)</p> <p>Support marketing activities by contributing promotional ideas and assisting in the implementation of marketing plans and related initiatives.</p> <p>9. R&D and Market Research Support (10%)</p> <p>Conduct technical market research, including competitor product analysis, to identify advantages and opportunities for new product development. Provide concise recommendations and technical insights to support R&D initiatives.</p>
Budget Responsibility:	

Person Profile/Knowledge	
Experience, any formal qualifications and necessary keys areas of knowledge or experience.	
Essential	Desirable
University degree in Animal Science, Animal Nutrition or Veterinary Medicine	Understanding of formulations, underpinned by sound technical knowledge
5-8 years of experience in animal science or swine	Having knowledge of swine nutrition, veterinary, genetics
3 years of experience in feed research and development	Having knowledge in Food Safety Management Systems ISO 22000:2018 & HACCP
3 years of experience in swine genetics and farm management	Doctorate relating to a relevant nutritional or management field

3 years of experience in technical consultant	
Fluent in English to be able to speak English <u>well</u> ; ideal if the candidate is fluent in Vietnamese. Non-Vietnamese speakers <u>could</u> still be considered for this role	
Key Behaviours	<ul style="list-style-type: none"> - Understanding how to balance practical commercial delivery with technical standards to achieve the best long-term outcomes. - Strong collaboration and influencing skills. - Role models high standards and promotes the reputation of AB Agri VN - Clear, approachable, and adaptable communication style - Ability to identify and drive process improvement. - Ability to build relationships and provide constructive challenges and support to a team.
Other Factors Travel, shift pattern, working hours, Licence type etc.	Willing to travel as required

