**Role Description & Personal Profile**

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| **Role** |
| **Job Title:** | Technology Application Manager Denmark |
| **Division:**  | AB Neo |
| **Department:** | Technical |
| **Location:** | Denmark ( Videbaek )  |
| **Role Type:**Permanent, FTC etc | Permanent |
| **Team Structure:**Reports to, Direct & Indirect Reports | Reports to: Technical Director ABNeo |

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| **Description** |
| **Impact Statement:**The contribution of the role to achieving the overall business objective. Span of impact. Main purpose, focus of the role. | To proactively support and participate in the nutrition activities of ABNeo Denmark , and lead the ABNeo Denmark technical Team. The aim being to provide excellence in nutritional and technical support to ensure that the needs of the customers are met in line with AB Neo’s role as a leading innovative nutritional business. |
| **Key Responsibilities:**The key objectives and accountabilities of the role. (5 to 10 areas) | * To lead the AB Neo Denmark Technical team, contribute and deliver excellence in Ruminant nutritional knowledge. This may relate to sales support, marketing information or any other specific need.
* Lead the development of innovations in the ABNeo range of calf and lamb milk products and additives for ruminant application.
* Generation of technical papers and articles for company web site and other marketing communications, both internal and external.
* Support ABNeo R&D activities. Feed material and product evaluations and trials and commercial interpretation and communication.
* Development of technical ideas to add value to product sales.
* Meet with suppliers and evaluate new products, concepts and additives.
* Collaboration in AB Agri innovation projects where appropriate.
* Work with appropriate members of the Danish team to ensure a cohesive and consistent approach to product matrix values on internal and product labels .
* Provide Technical support to internal members and customers to ensure customer’s enquiries are dealt with professionally and efficiently.
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| **KPI’s**  | * Deliver an effective ideation process that leads to market solutions and creates value for the customer and ABNeo.
* Create a strong Innovation culture through strong engagements with commercial and technical teams.
* Ability to identify new opportunities for developments within the current product portfolio.
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| **Key Stakeholders**What are the challenges of the relationships, communication strategies required etc | * ABNeo Technical Director
* ABNeo Danish Management Team
* Commercial Teams
* Technical Teams
* Marketing and Communication Teams
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| **Scope**Depth, Breadth of knowledge application, ability to innovate, complexity of tasks, budgetary responsibility | This role requires a strong understanding of ruminant nutrition , particularly pre ruminant understanding of calf and lamb milk formulations and raw materials. Ability to interpret numerical data, understand and compute software interfaces, the ability to grasp allocated tasks quickly. Strong ability to transform technical research data to create customer value solutions. The ability to prioritise and distil information, time and resource will be essential and where applicable translate this to a commercial value proposition and communicate this internally and externally.Good interpersonal skills with internal and external customers will be essential. |

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| **Person Specification** |  | **Essential / Desirable** |
| **Key Behaviours:**Consider which of our guiding principles are particularly relevant and also any role specific behaviours | * Ability to translate research findings to appropriate commercial value creation.
* Self-motivated, pro-active attitude
* Ability to think holistically about the wider business group
* Ability to recognise innovative opportunities
* Strong communicator, able to work well with a variety of stakeholders
* Works well within a like-minded team, comfortable to support others to achieve shared objectives
* Organised
* Ability to manage multiple changing priorities
* Fluent Danish speaker
* Good understand of English , spoken and written
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| **Other factors:**Travel, Shift Working, HGV Licence etc | Adopt a creative use of technology, travel, communication mediums and face to face interaction to deliver results & team engagement, whilst achieving a sensible work life balance. | E |
| **Date Agreed:**  |  |
| **Authorised by:** |  |