



Role Description	
Job title:	Business Manager or Technical sales Manager – Philippines
Reports to:	Sales Director – Southeast Asia
Location:	Home based - Philippines
Key Contacts:	Regional and global technical managers, ASPAC supply chain and customers services, ASPAC sales team.
Overall Purpose:	The Business Manager will manage the sales and serve as the primary liaison to customers and distributors in the Philippines. Delivering sales and working closely with the ASPAC Technical team and other stakeholders to influence the strategy for customers and market to meet business objectives.
Key Responsibilities:	<p>Performance</p> <ul style="list-style-type: none"> • Accountable for sales in Philippines. • Commercial, technical and marketing support for key customers and distributors. • Coordinate, monitor and support Distributor sales force efforts and prioritize opportunities for the market in the Philippines. • Act as interface both to customers and distributors on day to day business. <p>Strategy</p> <ul style="list-style-type: none"> • Give input and support implementation of pricing policy. • Handle/coordinate rebates, coordinate informed planning and forecasting. • Giving feedback on market development and customer needs to steer the sales strategy and innovative R&D • Participating in setting objectives and generating and executing plans for sales, technical and marketing. • Support and monitor the implementation of the business strategy including meeting key objectives (i.e. revenue and margin targets). • Assist in the establishment of local objectives, sales targets (i.e. consolidated gross margin, price, cost goals) that are consistent with the global and regional product line strategies. • Support the Regional Commercial team in product planning and development in the Philippines. <p>Community</p> <ul style="list-style-type: none"> • Participate in sharing knowledge with the wider ASPAC team and other relevant Global stakeholders. • Possibility to support commercially with other countries in Southeast Asia region



Budgetary Responsibility:	2026 FY: \$3.5m budgeted sales.	
Person Profile		Essential or Desirable
Qualifications/ Experience:	<ul style="list-style-type: none"> • Bachelor's Degree in agriculture or Veterinary. • Ideally 4 to 5 years of sales or technical experience in Agriculture or Veterinary related industry. • Good understanding of feed and livestock industry with a proven track of accomplishments in animal nutrition or feed additives/ingredients industries in Philippines market. 	E D E
Key behaviours:	<ul style="list-style-type: none"> • Excellent communication and interpersonal skills. • Fluent written and spoken English. • Highly analytical, able to work independently and is self-motivated. • Innovative and capable of broad thinking while having a practical edge that gets things done. • Organized, flexible, self-motivated and ambitious • Experience working in a truly international team with respect and flexibility to value all contributions. 	
Other factors	Full driver's license Travel throughout Philippines on a planned basis for 70% of time. Flexibility to travel in Southeast Asia, as required.	