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| **Role Description** |  |
| **Job title:** | Technical Services Specialist - LATAM |
| **Reports to:** | Global Service Manager |
| **Location:** | Brazil |
| **Direct & Indirect Reports:** | None |
| **Overall Purpose:** | To develop and implement technically robust, globally aligned strategies for the Service business, fostering innovation and cross-functional collaboration to support product sales. This includes ensuring technical relevance, aligning with research and marketing strategies, and delivering all initiatives within an appropriate risk profile and full compliance. |
| **Key Responsibilities:** | **Performance**   * Develop and deliver effective technical strategies to support the LATAM sales team. * Oversee the production and review of all technical materials and resources used to support sales. * Implement relevant, cost-effective technical solutions to drive service sales. * Prepare and review technical presentations, deliver training, and support future business growth. * Take full responsibility for all Services tests conducted by AB Vista in the LATAM region. * Ensure secure handling and storage of all technical information and trial data. * Ensure the LATAM technical team meets all quality assurance and environmental compliance requirements. * Monitor and evaluate market trends, consumer behaviour, and competitor activity to identify opportunities. * Collaborate with the regional Marketing department to ensure all marketing activities comply with regulations and uphold the company’s reputation.   **Strategic**   * Collaborate with the Global Service Manager and regional teams to align technical action plans with regional strategic pillars. * Deliver agile technical strategies that respond effectively to changing market and competitive conditions. * Identify and implement continuous improvement opportunities to support and manage business growth.   **Relationship**   * Build and maintain strong relationships with internal and external stakeholders across production, technical, sales, finance, marketing, and R&D functions. * Partner with regional teams to develop and grow strategic relationships. * Engage with the wider SLT and LUT groups, sharing relevant information to support alignment and collaboration.   **Community**   * Foster a community of technical professionals within AB Vista through active engagement and collaboration. * Contribute to the technical communities across AB Agri and ABF sister companies within the region. |

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| **Person Profile** |  | **Essential or**  **Desirable** |
| **Qualifications/**  **Experience:** | * PhD or equivalent in animal nutrition; * Master Degree or equivalent in animal nutrition; * Significant experience of commercial animal production and feed additive sales; * Project management and product development experience; * Experience of working in different markets and regions; * Significant experience of managing cross functional team; * Fluent in English both written and verbal * Experience of commercial activities through product and service sales. | **D**  **E**  **E**  **E**  **E**  **E**  **E**  **E** |
| **Key behaviours:** | * Able to work in a multi-cultural environment: acting as a role model, communicating effectively, sharing ideas and thinking strategically; * Able to work cross-functionally in a global business; juggling priorities and influencing a number of stakeholders, building meaningful relationships across the business; * Progressive attitude towards change; * Solution oriented, with strong focus on customer needs; * Willing to learn and adapt; * Drive performance using analysis and key metrics. | **E**  **E**  **E**  **E**  **E**  **E** |
| **Other factors** | Travel required both domestic and international – 40-50%  Full clean driving licence required | **E**  **E** |