|  |  |
| --- | --- |
| **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.
 |

|  |  |  |
| --- | --- | --- |
| **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** |