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| **Role Description** |  |
| **Job title:** | LAM Sales Manager |
| **Reports to:** | AB Vista Regional LAM Director |
| **Location:** | Brasil |
| **Direct & Indirect Reports:** | ~~Tech Commercial Coordinator & Customer Services Coordinator~~ (at this point will not have direct reports) |
| **Overall Purpose:** | AB Vista are looking to recruit an experienced Business Manager to grow and support and continue to develop our commercial strategy in LAM. |
| **Key Responsibilities:** | Commercial support for key customers and distributors  Managing product sales and sales process with key customers and distributors.  Participating in setting objectives and generating and executing plans for sales, products forecast, and marketing with other members of the sales team  Developing and maintaining relationships with key customers and other stakeholders in the animal feed industry  Giving feedback on market development and customer needs to steer the sales strategy and innovative R&D. |
| **Budgetary Responsibility:** | Setting up and executing sales plans for specific global markets. |

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| **Person Profile** |  | **Essential or**  **Desirable** |
| **Qualifications/**  **Experience:** | A good understanding of feed and livestock industries with a proven track of accomplishment in animal nutrition or feed additives/ingredients industries in your market.  Good standard of written and spoken English and Spanish  Innovative and capable of broad thinking but with a practical edge that gets things done.  Organised, flexible, self-motivated and ambitious  Good communication, time management and interpersonal skills.  Experience in Sales | E  D  E  E  E  E |
| **Key behaviours:** | *Strong negotiation skills (at a senior level)*  *Work as a team*  *Build pride and passion*  *Customer Focus*  *Drive for Results*  *Initiating Action*  *Innovation*  *Leadership & Decision Making*  *Persuasiveness*  *Planning, Controlling & Organizing*  *Written & Oral Communication* | E  E  D  D  D  D  D |
| **Other factors (Travel, shiftworking):** | *60% international/ domestic travel* | E  E |