**Role Description & Person Profile**

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| Job Title | Senior Swine Nutritionist |
| Reports to | Hien Nguyen |
| Business | AB Agri Vietnam |
| Location | Vietnam |
| Direct & Indirect Reports |  |
| Role Overview  Impact Statement | To support ABAV’s Technical & Commercial Teams in the technical field; to promote AB Agri as a trusted partner in terms of livestock feed solutions. |
| Key Responsibilities | Delivering presentations about AB Agri as a company & about AB Agri products to new customers / colleagues & consulting on all product applications. Ability to conduct presentations to customers with support of technical information & product know how.    Share-market information updates with AB Neo & ABAV technical & commercial teams & customers. Keep up to date on pig industry research / changes in nutritional concepts to improve & then be able to confidently share this knowledge with colleagues & with customers.    Provide a high quality, scientifically based consultation service to AB Neo and ABAVs customers; support product sales through technical service solutions that bring AB Neo and ABAVs customers financial success (both at the feed mill & at the farm level).    • Developing nutritional programs for all phases of swine production; determining nutrient requirements based on pig industry standards and farm conditions. Implement feeding strategies to help maximize production performance (physical and financial) on customer farms.    • Review customer formulations and provide recommendations to meet customer requirements and to answer any issues raised.    • Review farm production data & conduct farm audits to identify (& then offer solutions) for any problems seen.    Prepare technical information; papers, presentations & summary articles to aid in the training / up-skilling of both AB Agri employees and customers – as required / deemed appropriate.    Present AB Neo / ABAV products & businesses at industry technical seminars / trade shows.    In addition to the above key responsibilities, the candidate would also be expected to :-    • Contribute to the business process of generating & evaluating potential new ideas & new products for the markets he / she is involved in, as the company expands its product portfolio.    • Participate in AB Neo’s R & D program (both at the Spanish COE and at the companies various application farms). |

**Person Profile**

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| **Required experience, qualifications, and necessary knowledge** | |
| **Essential** | **Desirable** |
| Essential :    •Fluent in English  •University degree in Animal Science, Animal Nutrition or Veterinary Medicine  •7 - 8 years of experience working within a nutrition company (feed / premix) or within a large scale pig production operation, with hands on swine nutrition / formulation responsibilities    Or (possibly)…  •3 - 5 years of experiences as a technical consultant or nutritional advisor | Doctorate relating to a relevant nutritional or managemental field (in swine)    •Knowledge of / experience with BestMix and / or Format feed formulation systems |

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| **Key Behaviours** | Understanding of how to balance a practical commercial delivery with technical standards to achieve the best long-term outcomes    •Strong collaboration & influencing skills    •Role model – consistently seen to be delivering high standards so as to win customer confidence & to promote the reputation of AB Neo & AB Agri VN    •An ability to build relationships, provide constructive challenges & support to AB Neo and ABAV’s commercial and technical teams    Other factors :    •Extensive travel would be required, willingness to stay in country for 2 / 3 week time periods (for cost-effective resource utilisation). |