

Ruminants technical sales representative. Buenos Aires, Argentina.

domain Chr. Hansen Holding A/S/location_onBuenos Aires

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- Sector: Biotecnología ? Farmacia ? Química

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Ruminants technical sales representative Career Opportunities: (9023)

Requisition ID ? Posted ? ? ? ? Country (1) ? Location (1)

At Chr. Hansen, food and health is at the heart of everything we do and our natural ingredients are consumed by more than 1 billion people every day. As a global market leader in bioscience, we have the opportunity to address important global challenges such as food waste, healthy living and sustainable agriculture and we need the brightest and most passionate people on board to succeed. We strive to include diversity, equality and inclusion into our actions at work on a daily basis. Want to join us<-

We are looking for a Ruminant Account Manager for the Animal Health & Nutrition Division in Argentina, with base in Buenos Aires or Córdoba. In this role you will have the responsibility to manage and develop existing and potential customer accounts as a part of the sales team with growing revenue and profit in the sales

territories.

The main tasks will be:

- ? To develop the business in the markets/accounts assigned;
- ? To construct and maintain multi-level contacts with key customers;
- ? Map customer's potential and main decision makers;
- ? To prospect sales; and technical support.
- ? To develop and implement ? with the Business Manager ? the commercial strategies in the territory, setting out goals and coordinating follow ups to secure that objectives are achieved, working in compliance with agreed vision, company policies, guidelines (principles) and local regulations;
- ? To reach sales and contribution targets;
- ? To formulate and recommend an in-depth account strategy plan for assigned territory based on customer needs and requirements and carry it out as approved;
- ? To run industrial tests at customers and provide them technical assessment such as after-sale service;
- ? Negotiate contracts and other legal documents involving in-depth product, industry, pricing and competitive;
- ? To provide timely reports and information as required by management;
- ? Meet regularly with the key contacts within Strategic Accounts gathering knowledge on their key business process drivers identifying new possibilities, establishing and building good working relationships.

? Experience in the Sales Ruminant Segments, is required

? You are dynamic, flexible, structured, take initiative and with high quality standards

? You are customer and result oriented;

? You like to constructively cooperate with others.

? You have experience building business from scratch;

? Your Negotiation skills are strong;

? Availability to travel;

? These characteristics are normally acquired through a Bachelor's degree in Veterinary, or related.

At Chr. Hansen, we offer a working opportunity that you can take part in setting the agenda. In each of our 32 global offices, you will be able to experience an agile organization where takes a short way from idea to implementation. We believe that engagement matters. Our inspiring work environment and collaborative culture would allow you to continuously develop both personally and professionally.

As a market leader, Chr. Hansen has constantly pioneered science for almost 150 years and expanded into new area for a more sustainable future. Our founder, Christian D. A. Hansen, was a true entrepreneur and his mentality is still very present and valued today. We keep looking for people who can take charge and come up with new ideas to strengthen our team.

Join us and take part in making a meaningful difference!

[Not translated in selected language]

If this is not the job for you, but you know someone who might fit and be interested, please feel free to share this job link. Thank you for your referral.

Chr. Hansen is a global, differentiated bioscience company that develops natural ingredient solutions for the food, nutritional, pharmaceutical and agricultural industries. At Chr. Hansen we are uniquely positioned to drive positive change through microbial solutions. We have worked for over 145 years to enable sustainable agriculture, better food and healthier living for more people around the world. Our microbial and fermentation technology platforms, including our broad and

relevant collection of around 40,000 microbial strains, have game-changing potential.

We have come far on our journey, and delivered strong results, and as we continue to unlock the power of good bacteria through new technologies, there is so much more we can do. Our employees are the driving force enabling us to live our mission to pioneer microbial science to improve food, health and productivity. We work passionately, because we know we can make a difference for people, animals and plants. And ultimately for our planet. Innovating for a sustainable future is part of our culture, our history and our strategy and is embedded in our purpose: to grow a better world. Naturally.

At Chr. Hansen we place importance on diversity, equality and inclusion, and we appreciate difference in perspectives. We therefore encourage everybody to apply no matter race, religion, gender, sexual orientation, disability, etc.

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