



Nutriad/Adisseo is a specialized leader in the development, manufacturing and commercialization of animal feed, aqua feed and drinking water additives worldwide. To strengthen our Business Unit Aquaculture in Asia Pacific, we are currently looking for an:

Area Sales Manager Aquaculture

Indonesia

Job responsibilities

- Re-inforce Nutriad's Business Unit Aquaculture in Indonesia; taking the lead on sales, marketing and technical support of aquaculture additives
- Work in team with Nutriad/Adisseo's sales teams, local distributors and the central aqua team in Dendermonde, Belgium to develop the sales of aquaculture additives for feedmill use and farm application.
- Key account management: direct follow up of aqua key accounts throughout the allocated area
- Develop strong relationships with key accounts and must be comfortable when meeting key decision makers.
- Monitor performance of field testing and programs in aquaculture. Obtain and evaluate competitive field intelligence.
- Develop new product launches and marketing ideas in close collaboration with the global Business Development Managers Aquaculture.
- Expanding aquaculture sales and identifying routes to market for the products, identifying market requirements, adapting of/giving training in sales tools to sales staff of distributors, organize seminars for customers, promote regional contribution in technical magazines (generated by the central aqua team), promote trials with customers and regional institutes/universities to demonstrate the use of our products (with support from the central aqua team).
- Collaborate with livestock Area sales managers to collect information, define and implement the proper action plans in aquaculture.
- Establish Nutriad/Adisseo reputation as a Preferred Supplier for the aqua feed industry.



Position in the organization, location

- Incorporated under the BU Aquaculture within the APAC team, reporting to the Regional Sales Manager Aquaculture for APAC with dotted line to the Regional Director APAC
- Continued training/support and collaboration on key account projects will be provided by the central aqua team (responsible for innovation and business development) based in Europe.

Profile

- DVM or Master Degree (Agricultural Engineer or Biology degree with preference for MSc Aquaculture)
- Proven commercial/sales experience in the aquaculture market in Indonesia, preferentially in feedmill additives
- Good understanding of the aquafeed market in Indonesia (experience in other SE Asian countries is regarded a plus)
- Basic technical understanding of aquaculture nutrition and health market
- Budgeting/forecasting skills/experience
- Dynamic personality
- Social & communicative
- Customer focused and target driven
- Organizational skills
- Fluent written/verbal communication skills in English
- Have the ability to work independently but nevertheless being a loyal team player
- Willing to travel intensively throughout the allocated area
- Good knowledge of MS Office, especially Excel

Are you a Nutriad Match?

We offer a challenging job in a dynamic company, with a competitive salary package in-line with your experience.

If you want to apply for this job, then please forward your CV and motivation letter to Mrs. Katja Kosolosky, Nutriad HR Manager: katja.kosolosky@adisseo.com