

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 MEA, we are currently looking for a:

Sales Manager Aquaculture Turkey and Middle East & Africa (MEA)

Job responsibilities

- Re-inforce Nutriad's Business Unit Aquaculture in Turkey and MEA with initial focus on key markets Turkey, Egypt and Iran; supporting the sales, marketing and technical support of aquaculture additives
- Work in team with Nutriad's local distributors and the central aqua team in Dendermonde, Belgium to develop the aquaculture additives for feedmill use and, for emerging markets such as MEA, farm application.
- Key account management: direct follow up of aqua key accounts throughout the allocated area in collaboration with the regional multi-species sales team or independently if the regional sales team is not able to cover the customer. 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).

Position in the organization, location

- Incorporated under the BU Aquaculture, reporting directly to the Global BU Director Aquaculture with a dotted line to the Regional Director MEA.
- 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 EMEA, preferentially in feedmill additives
- Good understanding of the aquafeed market in Turkey and/or Egypt is regarded as a plus
- Basic technical understanding of aquaculture nutrition and health
- Dynamic personality
- Social & communicative
- Customer focused and target driven
- Organizational skills
- Fluent written/verbal communication skills in English (Turkish is a plus)
- 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, please forward your CV and motivation letter to Mrs. Katja Kosolovsky, Nutriad HR Manager: katja.kosolovsky@adisseo.com