



Commercial Pig Nutritionist

Territory: Midlands/Northern Ireland, flexibility for the right candidate

Reports To: Head of Sales

Key Relationships

- Site Operations Manager (SOM)
 - Senior Nutritionist (SN)
 - Formulation Technologist (FT)
 - Quality Manager (QM)
 - Commercial Manager (CM)
 - Operations & I.T. Manager (OM)
 - Accounts Receivable/Credit Control Manager (CCM)
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Role Summary

With the support of the SOM, SN, FT, QM, CM and the OM, the candidate is responsible for developing the sales of the company's on farm Pig Premix and Feed Mill business.

Areas of Responsibility

- Achieve the territory's sales plan.
- Ensure that customer accounts comply with the company's credit policy.
- Ensure efficient field call planning, focus and implementation.
- Provide call notes relative to each customer engagement in CRM.
- Capture competitor information from the field.
- Build relationships with Key Opinion Leaders within the territory.
- Analyse and use marketing and sales data.
- Attend Key National and Regional Shows.
- Participate positively in Sales Meetings.
- Share best practice with colleagues.

Other Challenges

Given the nature of the industry, the candidate must be flexible and accept to take on responsibilities that are not detailed in this job description. As a result, the candidate may need to work anti-social hours at times to facilitate;

- Attendance at supplementary meetings and training.
- Occasional travel to other territories/locations.
- Carrying out any other duties as are within the scope and purpose of the job as requested by the Head of Sales.

Attributes Required

- Strong industry knowledge
- Agricultural background with an Honours Degree in Agriculture/agri business



- Strong understanding of Pig Nutrition
- Understanding of excellent customer service and care
- Full, clean driving licence

Skills Required

- Excellent interpersonal and communication skills
- Excellent time management skills
- Good IT skills

Traits Required

- Trustworthy
- Strategic thinking
- Focused
- High work ethic
- Truly customer-driven
- An ability to deliver creative and flexible customer solutions.
- A self-motivator

Experience Required

3+ years experience in the Pig nutrition and health sector.

Personal Attributes

The post holder will be expected to:

- Be a team player.
- Act with honesty and integrity at all times.
- Demonstrate high standards of personal conduct.
- Value and respect colleagues and other members of staff.
- Work with others to develop and improve our services.
- Take personal responsibility for their words and actions and the quality of service they deliver.

**If you are interested, please forward a CV to:
Head of Sales, Bryan Doocey: bryan.doocey@informnutrition.com**

Closing Date: Friday 26th May 2023