

DO YOU HAVE WHAT IT TAKES?

Regional Sales Managers

Division: Animal Health

(Feed Additive and Nutrition Business)

Base: Singapore

Responsibilities:

- Carry out sales activities within specific countries
- Strategizing, planning and ensuring that team and companies sales objectives are met
- Responsible for the development of an operating plan for establishing sales traction in the region for the company's products and services
- Manage and supervise a team of professionals supporting sales of the company's products and services
- Act as a mentor for a group of sales team
- Follow sales leads, analyze sales trends, carry out market research, and act as representatives of the organization
- Communicate headquarter initiatives and programs to sales team and clients
- Provide feedback and input from the market to help shape marketing strategy for the team
- Proactive and continuously looks for ways to improve the sales process for the Company's to grow, capture market share and revenue growth

Requirements:

- Degree in Veterinary Science/ Animal Nutrition or related discipline is a **MUST**
- Minimum 3 to 5 years of technical sales and marketing experience in the Animal Health Industry
- Must possess good managerial and organizational ability
- Sales skill and technical knowledge is mandatory for holding presentations and customer discussions
- Must be able to multitask and carry out multiple responsibilities simultaneously
- Computer literate
- Excellent interpersonal and communication skills
- Ability to travel and engage different cultures

Nutritionists

Division: Animal Health

(Feed Additive and Nutrition Business)

Base: Singapore

Responsibilities:

- Provides technical and sales support to the department, liaising with the various sales teams, customers, distributors and staff of representative offices throughout the region
- Assist in product development work, new product launches and product presentations

Requirements:

- Degree in Veterinary Science / Animal Nutrition or related discipline
- 3 years of relevant experience in a manufacturing/trading/distribution environment in the same or similar industry
- Knowledge in feed formulation is a must
- Must be fluent in both written and spoken English
- Good interpersonal, communication and presentation skills
- Should be able to work as a team member
- Willingness to travel around the region when required

If you have what it takes to drive us ahead, be quick to apply online at

<http://www.zagro.com/sg/career.jsp>

by 15th September 2011.

hrglobal@zagro.com

Strict confidentiality is assured. We regret that only shortlisted candidates will be notified.

For more information on Zagro Group, you may visit our website at www.zagro.com