

Technical sales manager Pigs B2B

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Company: Nuscience

Location: Drongen

Category: other-general

Are you passionate about being part of an internationally oriented organization that actively contributes to building a sustainable food chain?

Agrifirm, company with a robust international presence across 16 countries in Europe, South America, and Asia, is seeking talented individuals to join our team. With a worldwide distribution network and a team of over 3,000 dedicated employees, Royal Agrifirm Group is committed to fostering a responsible food chain for future generations.

Within Agrifirm, our sales channel Nuscience focuses on providing nutritional concepts, additive solutions, and early feed for multiple species to our valued Business-to-Business customers. As we continue to expand our operations, we are currently seeking a skilled **Technical sales manager Pigs B2B** to join our EMEA division based in Drongen. This role will primarily focus on serving the Northern West Europe region (NWE B2B), in particular in Belgium.

Your base of operations: **hybrid at the office in Drongen/at your home**

What do we offer?

You drive business growth, margins and region through strategic and tactical account planning and execution in line with our strategy

You manage a portfolio of accounts, strengthen customer relationships, and explore new opportunities to introduce additional concepts and products within multiple species.

You take the lead in coordinating all actions related to your customers by being the link between your customers and the internal teams.

You collaborate with product management and technical support teams to implement innovative nutritional and industrial solutions.

You educate and support customers and distributors on our high-standing concepts and solutions by organizing seminars or meetings with experts

You provide trusted advisory services to your customers, ensuring they receive essential information and support related to farm management, nutrition or any other important topic.

You gather market insights and competitor knowledge, contributing to product positioning strategies.

Who are we looking for?

You have 5-10 years of hands-on experience in technical support, specializing in pig nutrition.

Preferred degrees: Master Zootechnical Engineer, Industrial Engineer, Animal Nutrition, or equivalent technical knowledge

You have strong commercial sense and exceptional networking skills.

You are fluent in English and Dutch/Flemish; proficiency in French is a plus.

You have a well-established professional network in the feed industry

You have experience with working in an international context and matrix organization

You are customer-oriented, driven and hands-on: you take initiative and like to get to work.

You are willing to travel on a regular basis

What can you expect from us?

Agrifirm with his Nuscience sales channel is a highly innovative, ambitious and sustainable company.

With your involvement, you will have the opportunity to develop and grow various aspects of the business

We provide you with an extensive onboarding program and you can continue to develop yourself thanks to various training opportunities.

You enjoy a competitive salary package, including a company car with fuel card, meal vouchers, hospitalization insurance, group insurance, and performance-based bonus.

Will you help build the responsible food chain of future generations?

Let us know and apply via the button.

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