



AVEVE Biochem is a young and dynamic company of the AVEVE Group. It develops high-quality additives such as enzymes, microbial regulating products and other feed specialties, and distributes them worldwide.

To further expand its biochemical additives market AVEVE Biochem urgently wants to fill the position of

AREA MANAGER SOUTH-EAST ASIA

Job description

The Area Manager plays a key role marketing AVEVE Biochem products through the distribution channels in the South-East Asian region. This includes amongst others Indonesia, Malaysia, Philippines, Thailand and Vietnam. As an Area Manager, you stimulate the distributors in their activities and coach their sales representatives at the end customer level. With your scientific educated background, you are able to provide relevant technical expertise and know-how to feed-mills and integrator companies. To prepare you for the job, you will be given an insight on the working mechanisms of our feed additives and on the specific commercial approach of AVEVE Biochem through comprehensive and intensive training. Followed by detailed preparations at distributor level in the key markets.

Requirements

You have ...

- a university or college degree in animal science, preferable in animal nutrition or veterinary science. Above all, you are passionate about the world of biochemistry, animal nutrition, animal health and the related agricultural world
- experience in an international sales environment

You are ...

- highly motivated to showcase products and to spend time helping customers to understand the benefits of these products
- a multilingual speaker ⇒ fluently English is essential
- excellent at writing, verbal communication and at presentations
- organized and know how to prioritize
- willing to travel often
- sociable
- an initiator with the ability to work independently

Location

As business activities are related to the entire local market, you will be working from one of the South-East Asian metropolises with a perfectly developed travel infrastructure – preferable Bangkok or Singapore.

Job offer

At AVEVE Biochem you will be able to develop your talents through permanent professional training. You will have a varied job with responsibility, with room for initiative and real growth opportunities. You can count on adequate and secure revenues. In short, a challenging and self-reliant position in a growing and dynamic team belonging to a stable group.

Interested?

Are you convinced that you are the right person for the job? Apply now by emailing your CV and cover letter to avevebiochem@aveve.be