



Position Description

Overview

Job Title **Ph. D Technical Services Manager - Poultry Nutrition**

Location **Southeastern United States**

Details

A division of a global biosciences company is actively searching for a highly educated Poultry Sciences/Nutrition professional to act as a Technical Services Manager in the Southeastern Region of the United States.

As the Technical Services Manager, you will act as the second contact for client accounts, providing detailed explanation on product lines and supporting the regional sales force who will be connecting with potential business, colleges, and 3rd party science-based trial groups. This position works under general direction and is primarily responsible for supporting the Poultry Account Managers and the Poultry Team Leader with a number of key existing accounts and will be expected to drive business with new accounts in the process.

You are the right fit for this role if you are highly educated (Doctoral level), and are comfortable with high levels of domestic and international travel. We need someone who can act as an expert in their field with documented time in production companies where hours were spent in front of both the birds and the clients.

About the Company

Our client is the R&D center for dairy cultures, colors, enzymes and animal health and nutrition for an international biosciences company. While initially providing supplements to the bovine and swine markets, this N.American division has recently begun growth into Poultry Science and Nutrition with rapid success.

As a basic producers of ingredients, our client manages the entire distribution process, including the manufacture of supplements. As such, their employees expect a stable, secure career at a company with uncommonly low turnover, European-style benefits packages, lucrative bonus potential, and the ability to work virtually from anywhere.

Primary Responsibilities

- Maintains in-depth high level contacts with key customers and influencers, particularly veterinarians and nutritionists.
- Provides nutritional related support to the Account Managers for poultry.



- Provides supervision of customer and company research projects, and be able to provide detailed analysis of trial results and better position client products.
- Investigates customer complaints and solves routine industry problems on site. This includes, but is not limited to, new product applications, marketing efforts, new facilities, and key industry personnel.
- Participates in professional trade associations and committees related to the poultry industry association activities
- Drives the process of developing scientific publication and articles for trade magazines and publications.

Primary Qualifications

- Possess good negotiation and follow-up skills.
- Ability to utilize product knowledge to determine best course of action for customers.
- Must have technical skills to know the right questions to ask of customers.
- Must be a self-starter with drive and initiative and work with little supervision.
- Must have a passion for the food industry.
- Possess a working knowledge in Microsoft Office programs.
- Possess a valid driver's license and good personal credit.
- Ability to travel up to 60% of working time. International travel to Mexico, Canada or South America is possible so a passport is required.
- These characteristics are normally acquired through a PhD. in Poultry Science or Poultry Nutrition with **a minimum of five to seven years' experience in the poultry feed additive industry** working with large integrated broiler accounts is preferred.

Secondary Requirements

****Must be comfortable with large amounts of travel. Working environment is a home office setting about 40% of time and car and/or air travel about 60% of time (this could vary depending on territory). *This position requires a valid driver's license and good driving record. A valid passport is also required for some international travel.***

About Us

Cutting Edge Connect is an executive consulting firm with the goal of bringing talented individuals into quality organizations.

To speak with us directly, please contact:

John Graf
Partner

Work: 847 257 6892

Email: johng@ceconnectinc.com



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