

Business Development & Sales Manager - GB



ABVista
Feed Ingredients

Background: AB Vista is a young international and rapidly growing added-value feed additives company headquartered in Marlborough, Wiltshire, UK, with business in the agriculture sector worldwide. Although we function as a stand-alone unit, we also enjoy the advantages of being part of the AB Agri and Associated British Foods Group.

Due to the retirement of the current manager (in the summer of 2010), and also in connection with restructuring of the GB & Ireland business, AB Vista is looking to recruit a commercially focussed Business Development and Sales Manager, with significant experience both in the ruminant and monogastric industries within GB.

The Role: Reporting to the General Manager GB & Ireland, the role will encompass responsibility for:

- Identifying both market and product opportunities, looking to develop both the customer base and the product portfolio
- Identifying new customers and negotiating commercial supply terms with such
- Maintaining day-day contact and providing both commercial and technical support & advice to current key customers on an ongoing basis, to whom we are currently supplying a range of technically sound nutritional products.
- Working as an integral part of the commercial & technical sales team in GB & Ireland

The Profile:

- Qualifications: ideally educated to degree level, either in an Agriculture and/or Science based subject
- Highly driven, self motivated, good negotiator, well organised, flexible and a good time manager
- Good communication & interpersonal skills, in order to be able to interface with both farmers and academic, technical and business managers
- Developed network of contacts, following several years commercial experience in the GB feed industry
- Computer literate
- Willing to travel regularly (approx 80% of time) around GB

Location: Home based

Country: GB

Salary & Benefits: Highly competitive, including 20% annual bonus

To discuss this role and opportunity further, please contact Neil Spreckley (General Manager – GB & Ireland) on **0773 8881645** (Mob).

If you believe you have the appropriate attributes, please apply with full CV details in writing to:

Neil Spreckley, Vistavet/AB Vista, 211 Castle Road, Randalstown Co Antrim, Northern Ireland, BT41 2EB
Email: neil.spreckley@abagri.com

* Closing date for applications: 9th April 2010