

# Turkey Jobs Expertini®

## Poultry Technical Manager

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Company: lesaffre

Location: Istanbul

Category: other-general

Job area Sales Category Animal care Location İstanbul, Türkiye Contract type Permanent

Contract Experience 5 to 10 years

Job description

Reporting to the **Area Manager of Phileo OCA-AfMECA**:

Providing regular training and supporting our partners' technical & sales teams in gaining new business and maintaining existing clients by effective application of our products,

Visiting and providing technical support to Phileo strategic customers to help implement technologies,

Understanding customer priorities, goals and challenges to provide solutions to address customer needs to maintain and grow existing business,

Bringing an innovative approach to build new services and / or tools through managing field and scientific trials,

Closely cooperating with Global and Regional Poultry Technical Team in responding to customer needs and requests coming from sales teams,

Customizing technical services and providing specific technical support to contribute to the management of selected key accounts,

Consulting with R&D teams and global species manager / team for composing and publishing local academic papers,

Ensuring timely and accurate completion of research, product application and line extension projects,

Following market innovations and product positioning of competing companies and identify market needs, opportunities and key success factors.

#### Qualifications

BSc Animal Science degree, MSc, PhD, or veterinarian specialized in the Poultry domain with a nutrition background,

At least 5 years of experience in Poultry nutrition, production methods and/or diseases issues,

Advanced analytical skills with a customer-oriented approach,

A strong and diplomatic communication style; adaptable, open minded and creative,

Adaptive to commercial and marketing mindset,

Thorough understanding of probability and statistics. Use of statistical tools is a plus,

Substantial verbal and written English; second language is a plus,

Open to remote work,

Completed military service for candidates applying from Turkey.

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