



JOB DESCRIPTION

Jefo Nutrition Inc. is a word Leader in animal nutrition solutions and winner of Canada's best Managed Companies program for four consecutive years, Jefo offers a dynamic work environment, a full range of benefits and competitive compensation.

Reporting to the Director of Technical service, the Technical Service Specialist - Ruminants participates in planning, organizing strategic activities in dairy, ensuring the efficient support to the sales team, with an important partnership with Marketing, Regulatory and CSA (Applied Scientific Curiosity) teams.

POSITION SUMMARY

The Technical Service Specialist - Ruminants participates in planning, organizing strategic activities in dairy, ensuring the efficient support to the sales team, with an important partnership with Marketing, Regulatory and CSA (Applied Scientific Curiosity) teams.

MAIN RESPONSIBILITIES

Management of the technical team and sales services

- Implements and provides technical training on issues and solutions for our ruminant sales teams and distributors;
- Shares to the technical team and sales team all relevant information to support sales on different regions;
- Participates in Trade Shows and Conferences to support business development and achievement of strategic objectives (identifies relevant information collected).

Market intelligence and ASC (Applied Scientific Curiosity)

- Researches opportunities and strategic market development trends in order to support the development of the company (Reading newsletters (ex.Feedinfo), participation in relevant conferences, etc.);
- Gathers information from the field (customer) and market trends to propose ideas for the development of new products;
- Collaborates with the ASC department to develop new research and product development projects.



Marketing Functions

- Centralizes and analyzes competitive products (positioning, strengths, weaknesses and substitution) with the aim of offering a better positioning for Jefo products, with the support of the Product Development team;
- Supports the marketing team in developing marketing tools for launching new ruminant solutions;
- Writes and updates ruminant marketing literature (Power Points, Research Reports or Field Trials, and others) in collaboration with the Director of Technical Sales Service (Field Trials), ASC (Research Reports) and the Marketing team.

REQUIRED SKILLS

Education/Experience

- MSc, PhD, DVM;
- Farm experience;
- Ration Formulation.
- Work experience : 10 years +

Technical Skills

- Experience in the animal feed industry;
- In-depth knowledge of sales processes;
- Bilingual (English, spoken, read and written);
- Mastery of the Microsoft Office Suite;
- Knowledge of Spanish is considered a major asset.

Special conditions related to the position

- Travels required
- Flexible schedule

Outcome

The purpose of this recruitment and selection process is to staff the position of Technical Service Specialist - Ruminants on a determinate basis and to create a pool of qualified candidates that may be considered to staff future vacancies for this position or for other similar and/or related positions on an indeterminate and /or determinate basis. Consideration may be given to candidates with other linguistic profiles.