

Export Manager

Do you dream of being part of a strong genetic company with passion for breeding?

We are seeking an experienced Export Manager to join our international team in Assentoft, Randers. As Export Manager you will be responsible for your own accounts and markets. You will be expected to provide valuable insights and seek out opportunities to drive growth in new and existing markets. Our customers are distributors all around the world and our passion is to breed sustainable, healthy, efficient and trouble-free cows.

VikingGenetics is known as a Leading Global cattle breeding cooperative with the World's Best Genetics.

The position offers an independent role with a variety of tasks that challenge you on your ability to be both strategic and hands-on in the sales

You will collaborate with our Export Managers and will report to the Head of Global Distribution Sales.

Your main tasks will be:

- Gaining end-to-end understanding of the domain, market, and distributors to create, implement and deliver the right solution within breeding and reproduction.
- Value selling by understand the genetic value of products.
- Execute a given sales strategy, plan and run customer meetings with a clear target and agenda.
- Follow-up on sales and make a year program.
- Expand market share in the allocated markets and the knowledge of the product portfolio in new markets.
- Build and maintain strong distributor relationships.
- Support development and implementation of VikingGenetics customer-oriented sales process.
- Collaborate closely with our skilled team of product managers to gain success.

Your qualifications:

- Sales within B2B in a multichannel setup, meaning both sales to end customer and sales through distributors and/or wholesalers. At least 5 years.
- Sales of technical products, or sales within agricultural industry will be highly appreciated.
- Evident planning and organizational skills.
- Prominent social skills and ability to handle cultural differences, internally and externally.
- A strong influencer and negotiator with natural authority, who is self-motivated and manage good working relationships.
- First class communication skills, able to operate structured, professionally, and effectively.
- Fluent in spoken and written English. Spanish language skills will be appreciated.
- Experience with CRM system.
- Overnight travel approximately 35% depending on business conditions.

We offer you:

An exciting position in a professional and dedicated company with good opportunities for growth and development. We are all highly motivated and passionate people, with a focus on future friendly farming. We value initiative, enthusiasm, responsibility and the right balance between creativity and quality in all solutions.