



Job Title	<i>Senior Sales Manager – Feed or food Additives</i>
Career Level	<i>Middle-senior Level</i>
Country	<i>Europe, US, Latin American, Africa, Australia, Southeast Asia,</i>
City	<i>Flexible upon candidate's residence</i>
Function	<i>Business Development</i>
Report to	<i>Vice President, VEGA Group</i>

Job Overview

This is an important role that needs to leverage VEGA Group's leading position in Feed & Food additives industry to develop local clients and distributors in overseas market. This role will require extensive market insights and resources in feed or food industry, as VEGA is providing a one-stop solution to satisfy clients' demand of feed & food ingredients in over 100 countries.

Capabilities and Resources

As the key driver of commercial growth locally, the ideal candidate needs to demonstrate the following capabilities and resources:

- ✓ Good understanding of the market landscape.
- ✓ Wide connections with end users like feed mills, premix companies, etc.
- ✓ Wide connections with local feed-additive distributors.
- ✓ Analytical and strategic development skills.
- ✓ Work together with VEGA Group's international team to achieve the annual sales target.

Duties and Accountabilities

1. Proceed market research to monitor the local market trend, identify target clients and distribution partners.
2. Develop local distribution partners to sell VEGA's products like below:
 - 2.1 Feed additives: Butyrate series, Probiotics, CALCIDIOL (25-OH-D3), Enzymes, Organic Chelated Minerals, DMPT, Essential oil, Rumen bypass amino acids, etc.
 - 2.2 Food supplement: Vegan D3 (plant based), Vitamin K2, Collagen, Multivitamins and minerals, Probiotics, Enzymes, etc.
3. Develop clients like feed mills, premix companies, large scale farms, etc.
4. Coordinate with VEGA Group HQ team to prepare proposals and sales-pitchbooks.
5. Leverage VEGA Group's resources to provide the best-in-class customer services/solutions to help clients **optimize sourcing cost**, overcome supply chain issues, address technical challenges, and enhance their competitive strengths.
6. Achieve the sales and development targets with support from HQ.

Education and Experience Requirement

1. Bachelor or above education background, technical knowledge is a plus.



2. Over 3 years' experience in feed or food industry from either manufacturing or trading companies.
3. Successful track records of sales or procurement in feed industry.
4. Self-driven with proactive work pattern.
5. Diligent and eager for great career success is the core-competence for this role.

Our Offer

We take our employees as the core assets of the company, and the company's mission is to create values for the clients, and help the employees to achieve their personal dreams.

1. VEGA Group's strong supply chain can provide the best products at the best price for you to compete with others, you can sell easily.
2. VEGA Group's R&D Center and manufacturing bases can provide the cutting-edge technical support for you to satisfy clients' various demand, your clients will be happy.
3. VEGA Group's decades' industrial experience will provide you tools and resources to help you develop in your country, you are not alone.
4. You will succeed and get rewarded once we are moving forward together.
5. Basic salary, commission, bonus, and equity incentive program.

Career Path

We will conduct a 360 degree evaluation based the candidate's education, work experience, personal strengths and other related factors, and then discuss and decide the right designation for the right candidate.

The career path in our company is clearly designed as below: executive-> senior executive-> assistant manager-> manager-> senior manager-> associate director-> director-> line GM-> Country Manager-> Senior management and Partners.

If you are interested in this job, we do encourage you to apply even if you don't meet all the requirements. We don't want to copy and paste your past, we want to create a brand new future together with the right people like you.

Please send your most updated resume to stacey@vegapharma.com

Company Overview

VEGA Group is a global leading player of Feed & Food ingredients manufacturing and distributing, the company is serving clients in over 100 countries.

VEGA, headquartered in Hangzhou, China, has already established 9 production sites, and plans to open 1-2 production bases annually. VEGA factories have decades experience in the production of food ingredients and animal health products with certificates like GMP, GMP +, ISO, FAMI-QS, KOSHER, HALAL and etc.



VEGA has unparalleled strengths in the development, production and distribution of pharmaceutical products, food ingredients, animal health products, vitamins and premixes, disinfectants, packaging materials, medical equipment and tools.

VEGA has started global co-production expansion in local markets to serve local clients, furthermore, VEGA imports animal nutrition products from overseas to distribute in the Chinese market through our domestic networks.

With key competences in pharmaceuticals, food and animal health, VEGA has established extensive business networks in more than 100 countries. VEGA will continue to invest in R&D and global service networks to provide the best-in-class solutions and services to our clients.

"Ideas for a Better Life" is VEGA's slogan and commitment. Our mission is to create values for the clients and help the employees to achieve their personal dreams.

For more information about VEGA Group, please visit our website at

www.vegapharma.com

www.prumix.com

www.vegafeed.com