

**BUSINESS DEVELOPMENT DIRECTOR/COUNTRY MANAGER DESIGNATE,  
AUSTRALIA & NZ  
WORLD LEADER IN ANIMAL NUTRITION**

**Our Client – Lallemand Inc – a privately owned, Canadian based company, is a global leader in yeast, forage and animal nutrition technologies and operates in over 36 countries with 26 plants and circa 2,300 employees.**

**Lallemand Animal Nutrition (LAN)** subsidiary Agrig8 Pty Ltd, is one of Australia's leading on farm distributors of forage inoculants and silage technologies and since 2011 has been responsible for distributing LAN's animal nutrition product portfolio within Australia. LAN also owns Vittec Nutrition in New Zealand which is a well established distributor of feed additives, vitamin-mineral premixes and of LAN's product portfolio.

LAN's animal nutrition product range includes Levucell SC one of the world's best selling probiotic rumen specific live yeasts, Levucell SB, Alkosel, Bactocell and other yeast and bacteria based feed additives for the ruminant and monogastric sectors as well as a market leading portfolio of forage inoculants. Customers include distributors, feed millers, pre-mixers, feedlots and larger beef feedlot and dairy farmers direct purchasing farm packs.

**LAN's business is global and it has both a track record of strong growth and an ambitious future.**

**The Position**

LAN wishes to recruit a Business Development Director/Country Manager designate responsible for developing sales of their animal nutrition products across Australia, New Zealand and the Pacific. It is expected the candidate will also take on commercial responsibility for both business units as Country Manager given the planned retirement of the current managing directors.

**Position Duties and Responsibilities:**

Key responsibilities will include:

- Developing and managing key accounts, negotiating distribution terms and pricing policies with distributors, feed millers, pre-mixers and integrated users.
- Managing the sales and technical support teams in Australia and New Zealand, liaising with the global product managers, the R&D and regulatory team.
- Managing the commercial budgets and the development of marketing strategies.
- Preparing new product launches and associated technical and marketing information

Other position parameters:

- The chosen candidate will be required to travel regularly within Australia and New Zealand and spend approximately one week every 3 months in other Pacific markets and to attend technical symposia and Lallemand Animal Nutrition divisional events elsewhere.

- Location is flexible. Lallemand currently has offices in Maroochydore, on the Sunshine Coast in Queensland and in Auckland, New Zealand. Good written and spoken English is essential

### Candidate profile

Candidates will:

- Have at least 5 years in a similar role within the animal feed industry or animal health sector preferably, but not necessarily, within the ruminant sector, preferably but not necessarily within Australia or New Zealand. Candidates from the crop inputs sector are also of interest to our client
- Have strong commercial skills with a good general understanding of the feed industry and of the development and management of distributor networks. Have strong technical skills, preferably backed by an Agricultural, Agricultural Science or similar degree.
- Have demonstrated the successful and profitable management of a technically based sales and support team.
- Be willing to roll his or her sleeves up and work closely with industry (premixers, feed millers etc) as well as being comfortable supporting the field team on farm
- Be comfortable operating in an entrepreneurial high growth business
- Have excellent interpersonal, communication and presentation skills
- Have as a pre-requisite MS Office (Excel and PowerPoint) skills.

### The future

This position offers many advantages including LAN's market leadership in animal nutrition, real autonomy to build the business in Australia and New Zealand, and the responsibility that goes with this, and excellent career progression prospects in a growing and ambitious company, including a move into a dual role with country general management responsibilities.

### Compensation

The position offers a very competitive compensation package consisting of base salary, targeted bonus incentives and typical multinational benefits. A relocation package is also available as appropriate.

**For consideration as a candidate or to suggest a prospect, please contact in confidence:**

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