

Director of Business Development - Animal Safety

About the business and the role

GeneSeek AustralAsia is currently seeking a Director of Business Development - Animal Safety. Responsibilities include the oversight of the development of the Animal Safety market in Australia and New Zealand; from beginning to end business development including strategic plans, sales, marketing, new product ideas, service line extensions and financial performance. Must have a thorough understanding of local regulations related to any registrations required for our Biosecurity product line and path to manufacture locally.

Job tasks and responsibilities

Include:

- Sales and business development activities will include executive level communications, scientific expertise, and coordination between customer functional groups. Key liaison for supporting commercial partners and management of vendors critical to the animal safety offerings.
- Drive expansion of Neogen Corporation products in Australia and New Zealand through regulatory knowledge, establishing local strategic partnerships, local manufacturing and distribution channels
- Experience with customer relationship management software for reporting and tracking of sales effectiveness
- Develop sales strategy to align with marketing activities for domestic and international markets
- Achieve targeted sales objectives based on annual budgets
- Understand the key features and functions of specific products relative to market needs/competitive products and present those benefits to the commercial team
- Through international experience know how to drive new products into new geographies
- Working with International periodic product line reviews with include:
 - Position in market
 - Competitive threats
 - New product ideas
- Develop a cross functional team over time to deliver the long term success and profitability for Neogen in animal safety and welfare products

Skills and experience

Bachelor's degree in a life sciences discipline such as Agriculture, Animal or Biological Sciences (strongly preferred) or 5+ years Business to Business project and product management experience in a company that operated within a product management structure and marketing principles, product launch activities and sales.

Business/Marketing Management experience required (MBA preferred).

International experience including at least two years of ex-patriot experience required.

Knowledge of Animal protein/livestock industry (required).

At least two years experience working in Australian animal health/safety related products (required).

Ability to live near Gatton QLD and work with the local business team is required.

Ability to speak at least one other foreign language is a must.

Ability to read, analyse and interpret general business periodicals, professional journals, technical procedures or government regulations.

Ability to write reports, business correspondence and procedure manuals.

Ability to effectively present information and respond to questions from groups of Managers, clients, customers and the general public.

Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardisations exist.

Ability to interpret a variety of instructions furnished in written, oral, diagram or schedule form.

To perform this job successfully, an individual should have knowledge of Project Management software, Adobe Acrobat, Microsoft Excel Spreadsheet software, Microsoft Word and PowerPoint Word Processing software; CRM applications as well as network and browser applications.

Please email cover letter detailing skills and experience and resume to RMolloy@neogen.com