DUPONT INDONESIA/ DUPONT VIETNAM

POSITION: **Technical Service Manager**

DEPARTMENT: Animal Nutrition – Industrial Biosciences

Location: Indonesia/Vietnam

Deadline: May/2017

Application email : Christy.Felicia.Sihombing@dupont.com (Indonesia position)

phuong-kim.nguyen@dupont.com (Vietnam position)

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**GENERAL DUTIES AND RESPONSIBILITIES**

* Provide effective technical support to DuPont Animal Nutrition sales team, distributors and key customers in Vietnam or Indonesia
* Add innovative animal science and nutrition knowledge and solutions to customers and adding value to their business
* Manage product evaluation and development trials with key customers, coordinating with HQ Research and Technical Services Managers on trial designs as needed.
* Effective training and development of distributors to develop and sustain their value selling capability
* Maintain active technical learning that ensures company technical leadership in the market place. Regular scientific input to central marketing/technical services groups and vice-versa.
* Assist DuPont regional sales and industry teams to organize industry seminars, prepare and present technical presentations
* Ensuring territory specific technical needs and opportunities are effectively communicated to internal stakeholders and develop programmes to explore the opportunities to meet customer needs
* Provide technical support to regional regulatory and product quality assurance processes
* Coordinate and work with Application lab/Team and Sales team to develop technical solutions for customers
* An outstanding combination of intellect, energy and team skills
* Strong analytical and communication skills
* Excellent skill of problem solving and resolution
* Strong Interpersonal communication skill
* Keep updates about business development activities, Competitive and market intelligence
* Interpret and report the results

**Supportive Duties:**

* Support Sales Manager to achieve annual sales targets, volume, value and gross profit for Vietnam or Indonesia
* Understand the market needs, able to do market assessment for new products and technology, financial assessment of needs and solutions provided.

**KNOWLEDGE, SKILLS AND ABILITIES**

* Master or PhD Degree in Animal Science/Nutrition preferably in Monogastric Animal Nutrition
* 3-7 or more years of work experience in similar Technical Service or Research role in Animal Nutrition and/or as Nutritionist in Feed/Premix companies
* Research experience and working knowledge of Feed Enzymes will be desirable
* Able to communicate and present well in English. Bahasa or Vietnamese language is a MUST
* Good people skill and networking ability
* International in outlook, but with strong cultural affinity for Asian markets

**WORK CONDITIONS**

Full time, 40-hr per week.

Willing to travel