

Export Manager South America



As Export Manager, you will be responsible for identifying and qualifying sales development opportunities in VikingGenetics in accordance with the business strategy.

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 and market development of VikingGenetics' product portfolio.

You will collaborate with our Export Managers, support the CSO and report to her as well.

As Export Manager you will have a dedicated number of accounts (Argentina, Chile, Colombia, Ecuador, Costa Rica, Uruguay etc.)– where your role is to develop the sales. You will also be responsible for developing new markets for VikingGenetics within the area of South and mid Americas.

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.
- Sales development through an existing network of distributors
- Expand market share in the allocated markets
- Expand 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.
- Together with sales managers work with existing major accounts to identify opportunities.

You will become part of a high-functioning sales team with a solid team spirit. VikingGenetics are experts in breeding programmes, and you will have the chance to thrive in this position by delivering sales through others in a niche industry.

Overnight travel approximately 35% depending on business conditions. Location in any of the Latin American countries within the area of responsibility, alternatively USA.

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
- First class communication skills, able to operate structured, professionally and effectively
- Fluent in spoken and written English and Spanish. Further language skills will be appreciated
- Experience with CRM system, Microsoft Office application including PowerPoint
- A strong influencer and negotiator, who is self-motivated and manage good working relationships.

We offer you:

An exciting job with opportunities for professional and personal development. We value initiative, enthusiasm, responsibility and the right balance between creativity and quality in all solutions.

A position in a professional and dedicated company, and the opportunity to influence the development of the whole company

For more details, please contact: CSO, Sara Wiklert Petersson, tel. +46 70 251 80 70

Applications with appendices should be sent to: application@vikinggenetics.com.

VikingGenetics is the market leader for cattle breeding in the Nordic countries, co-operatively owned by 25,000 farmers. Our unique combination of breeding for health traits as well as production has led to a position as domestic market leader and with substantial export sales. We employ 150 people in Denmark, Finland, Sweden, Australia, Germany and UK with an annual turnover of 30 million €.



Our company values

➤ Committed ➤ Trustworthy ➤ Customer oriented ➤ Ambitious