

## Export Sales Manager

Location: Entobel HCMC office.

### YOUR RESPONSIBILITIES:

- You will be part of the Sales and Marketing team.
- You will be the main point of contact for the Export customers (distributors and feed companies in e.g. Asia, and the Americas) for our insect meal and insect oil products, in pet food.
- Contact with existing and potential customers: company and product presentations, customer visits, actual sales, follow-up.
- Represent Entobel at fairs (both local & international) and events.
- Co-operate with Sales Director for volume and price forecasting, product trials, and marketing content.
- Work closely with Quality, Inventory, and Logistics departments.
- Give market input to the R&D product development team.
- Lead 'integrated value chain projects', from seafood retailers back to farmers and feed mills, amongst others focus on F3 (fish-free feed) project by creating new partnerships with retailers/processors and feed manufacturers

### REQUIRED QUALIFICATIONS:

- Bachelor's/Master's Degree in Animal Nutrition/Aquaculture/Veterinary Medicine/Life Sciences or Business Degree combined with an interest in Sales and Feed Ingredients.
- At least 2-3 years experience in Technical Sales or Export Sales in Feed Ingredients.
- Fluent in English, any other language (Vietnamese, French, Dutch...) is an advantage.
- Interest in food/feed production and sustainability.
- This position is open for both Vietnamese candidates and expats, with a preference for someone already based in Vietnam.

### ABOUT ENTOBEL:

Entobel is a Singaporean-based biotech company with the mission to close the loop in our global food system by upcycling low-value biomass into functional ingredients thanks to insects. From our existing site located in Dong Nai province, the first one of its kind certified ISO 22000 since 2020, we have been the largest insect exporter from Asia for pet food applications to the US and other countries.

The focus of Entobel remains a strong and aggressive penetration on the aqua market in Asia, especially Vietnam, and particularly for all stages of shrimps and some fish species including seabass while developing and leveraging premium applications globally (petfood, aqua in the US, EU, Japan, etc.)

The product has been tested with all the major feed mill players with very good feedback on overall performance as well as on potential functionalities such as palatability (higher feed intake) and health (challenge tests showing higher survivals for insect meal-based feeds). Driven by increasing demand, Entobel is scaling up its activities with the construction of a new site allowing it to produce 10.000MT of high-quality insect protein per year by the end of 2023.

Visit our website for more information: [www.entobel.com](http://www.entobel.com). Send us your resume at [nguyen.cao@entobel.com](mailto:nguyen.cao@entobel.com).