

## Sales Manager – Livestock

Location: Entobel HCMC office.

### YOUR RESPONSIBILITIES:

- You will be part of the Sales and Marketing team.
- You will work directly with key accounts, feed mills, and integrated farms in livestock (monogastric -pigs & poultry- and ruminants), to understand formulation needs and how to best apply Entobel products (H-meal, H-oil) in those formulations.
- Contact with existing and potential customers: company and product presentations, customer visits, actual sales, follow-up.
- Suggest and supervise/coordinate trials with partners and clients – we believe in science at Entobel and demonstrated on the field performance are key.
- Keep product specifications and trial results in livestock up-to-date.
- Represent Entobel at fairs (both local and 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 projects in integrated value chain projects, from retailers back to farmers and feed mills.

### REQUIRED QUALIFICATIONS:

- Bachelor's/Master's Degree in Animal Nutrition preferred but also open to Veterinary Medicine/Life Sciences or Business Degree combined with an interest in Sales and Feed.
- At least 2-3 years experience in Technical Sales in Feed/Animal Health Ingredients.
- Fluent in Vietnamese and English, any other language (French, Dutch...) is a plus.
- Interest in food/feed production and sustainability.

### ABOUT ENTOBEL:

Entobel is a Singaporean-based biotech company that aims to close the global food system's loop 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.

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