

## ABOUT DATAMARS

Datamars is the global leader for high-performance unique identification solutions, specializing in radio frequency identification (RFID) for the animal, livestock and textile identification markets. Our expertise, track record of technological innovation and profound understanding of customers' needs have earned Datamars a reputation for unsurpassed quality and performance. Datamars employs more than 800 people with offices in Europe, Asia, and the Americas. Datamars is a private company, headquartered in Bedano, Switzerland. For more information, please visit [www.datamars.com](http://www.datamars.com).

For our Animal ID business, we are searching an experienced

## SALES MANAGER LIVESTOCK IDENTIFICATION EASTERN EUROPE

### KEY RESPONSIBILITIES

Working in the **Animal Identification Department**, the Sales Manager (male or female) will be responsible for direct and indirect sales activities within Eastern Europe (excluding Romania and Bulgaria) with focus on Livestock Identification clients. Possibility to enter and develop the Pet Animal Identification market as well. The Sales Manager will collaborate with Operations, and the sales organization for the new sales strategy.

### MAIN DUTIES

Responsible for the following tasks:

- Direct sales of Livestock Identification products to end users
- Indirect sales of Livestock Identification products to VAR's and Governments (tenders)
- Search for tenders and organize the appropriate follow-up and submission documentation
- Sales experience in Pet Identification as well would be considered a strong advantage (direct sales to veterinarians)
- Execute market, competitor, pricing, opportunity and product analysis in the country/reference region
- Start/continue new business development activities for the Animal Identification Division
- Cooperate closely with Marketing in promoting and launching new products and in-line product changes with all supporting activities to ensure success
- Actively participate in exhibitions and key trade organizations to increase DATAMARS' visibility as active technology company within the industry

### REQUIREMENTS

The person needs to have:

- 5-10 years' sales experience in a B2B agriculture/livestock environment
- Sales experience in Pet Identification as well would be considered a strong advantage
- Speaking English and Russian; any other east European language is considered an advantage
- Experience on dealing with governments (lobbying, submitting tenders, etc.)
- Prior experience with global companies
- Experience in the Animal Health markets preferred
- Good analytical skills
- Be able to work on multiple projects in a fast pace
- Excellent communication skills
- Self motivated and confident
- Ability to independently move projects forward
- Ability to understand and develop marketing strategies, to set priorities, goals, and specific action items for all products within a market segment
- Working place: home office when not travelling
- Ready to travel for more than 60% of its working time

# DATA MARS

## WE OFFER

- Possibility to work in an international environment for a company with excellent reputation and with a leadership position in key markets
- Exposure to an international environment and within a fast growing company
- Opportunity to grow and take over more and more responsibilities
- Dynamic work environment
- Competitive remuneration

Does this position meet your interest and do you have the requested skills? Then please send your complete application with motivation letter, CV, references to [recruiting@datamars.com](mailto:recruiting@datamars.com) and mention your name and **“Sales Manager Livestock Identification”** in the subject line.

Applications that don't fulfil the requirements will not be considered for the selection.

Datamars SA

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[www.datamars.com](http://www.datamars.com)