

Regional Sales Director Smart Farming - Europe

- **Newly created role - Global innovator in Smart Farming technology solutions**
- **Vast growth potential across Europe – foster key on-farm relationships**
- **Deliver strategic business objectives – Lead complex customer engagements**

Define & execute the strategy for Smart Farming growth in the region; drive cross functional teams; strengthen key relationships with C-level Execs; build & develop a high performing sales team.

Datamars is a global data solutions company with a 30+ year legacy in animal and textile solutions. Our brands and products put powerful data in the hands of our customers so they can make better informed decisions, get the right results, and achieve measurable success - today and tomorrow. We're bringing together products, technologies and capabilities that build on our history as a successful **identification and data solutions** company, with a primary focus on **Smart Farming**.

You will be at the forefront of leading Smart Farming solutions for our Livestock Management Solutions business in Europe and be tasked with growing and leading a team of Sales Managers and Pre-Sales Solution Architects to achieve business targets. Working closely with and reporting to our General Manager – Europe, you'll go to market and foster a 'start up' style close to customer, solution-oriented innovation culture delivering 'smart' integrated solutions for several applications including dairy, beef, and swine, as per our roadmap and supported by a commercial and solution delivery organization leveraging our global footprint.

Highly competent in proactive and hands-on leading complex customer engagements involving multiple stakeholders, you'll have an innate ability to provide leadership & direction leading to recommendations on appropriate technological alternatives. You'll excel in leading the development of technical solutions and offerings, particularly in translating the business needs into technical requirements, identifying gaps, strategic and financial impacts, risk profiles and provide technical support and insights.

We are ambitious, as will you be as there is a lot to do, and you'll need to bring it all together for your region. With an impressive sales leadership career to bring to the table, you'll have significant industry knowledge (agriculture – dairy or beef farming or knowledge on livestock sector ideal) and show demonstrable experience in having developed C-level relationships. Business acumen in presenting solutions on an ROI basis, strategies, successful penetration of territories for business growth and across an entire spectrum of buyers, influencers and C-Level decision makers will set you up for success. Exposure to digital products and solutions in a SaaS environment would be beneficial.

A genuinely stimulating time to join our business, you can expect a heap of challenges, which in turn, will bring about lots of rewarding wins. Tenacity, resilience, collaboration, change management, proactive and goal oriented will be part of your DNA. You can expect lots of support from a collaborative, smart thinking, dedicated and driven team to ensure you are set up for success and give you room to get on and deliver.

If you live locally to the Ticino Region, this could be a career enhancing opportunity to consider, however we are also open to a range of candidates open to exploring a move to Switzerland.

Backed with an admirable brand reputation and 30+ years of experience, you'll be comfortable knowing all the groundwork you achieve will deliver exceptional value and customer satisfaction.

For further information about our business, products and innovations, take a look at our website www.datamars.com. If you're interested in exploring this opportunity, please get in touch with Mel Pantelides, Global Recruitment Lead – melanie.pantelides@datamars.com