



## **Job Title – Territory Manager (EU)**

***Are you conscientious, motivated and with common sense. Keen to work in a sales and marketing environment in a unique growth industry?***

***If yes, we want to hear from you!!***

### **The Role:**

An exciting opportunity has arisen for an individual with experience in Animal Agriculture to develop our EID and VID products throughout Europe as part of an Animal Management System.

This is a truly unique opportunity for an action orientated, well educated and numerate individual that has a proven track record and is able to think strategically to develop new markets and identify new opportunities.

The role will involve taking responsibility for a pre-existing network of 30+ Distributors through our key corporate centres in Holland, Germany, Denmark, UK therefore a strong track record of success and personal gravitas are important.

Absolute fluency in English is required, an additional European language such as French, Dutch, German or Spanish is essential. This role offers fantastic opportunity to utilise your skill set and make a real contribution to the future European success and direction of our business.

### **Your Responsibilities:**

You will be a dynamic Sales Manager with a minimum of 5 years experience within an Agriculture and/or RFID organisation. Working with counterparts from our strategic partners you will be self managing working from your home base with a high level of international travel required.

You will be highly organised and able to create cost effective strategies for business success. In return the company will offer a competitive salary and bonus package.

### **Essential Criteria:**

You will possess Market and Industry knowledge, an understanding of animal agriculture, with the ability to fully comprehend the commercial and operational environments of customers/clients.

A competent operator of Outlook, Word, Excel and Powerpoint. New business enquiry project management and the ability to competently complete the tasks of financial analysis of costs and revenues, quotation proposals and contractual agreements is essential.

### **Desired Criteria:**

An understanding and experience of RFID systems, Animal Agriculture and Companion Animal ID.

Specific distribution profiling and analysis of historic actual data with relevant software would be extremely advantageous.

Ability to interpret, analyse and evaluate Tenders leading to effective bidding strategies and production of tender applications through to submissions stage.

### **Benefits:**

The continuing desire to maintain our competitive edge brings with it the need to constantly support, coach and develop our people. Regular performance development reviews combined with ongoing training and the desire to promote internally offer the career solution to our ambitious staff. We do our utmost to ensure that working at Daltons is as rewarding as it is enjoyable and challenging. As such, our benefits package includes all the elements you'd expect from a successful business including OTE, health insurance.

### **Our Company:**

Dalton was established in 1947 and is one of the world's leading manufacturers of animal identification solutions. We produce products to assist traceability, disease control and animal welfare.

Entering into an era of RFID (Radio Frequency Identification) the company is set for global expansion based upon its unique range of products now available following 10 years of R&D. We operate in over 40 countries around the world through wholly owned subsidiaries and licensed distributors. (see [www.daltonid.com](http://www.daltonid.com) )

In an ongoing commitment to being an employer of choice, we are committed to employing and developing talented and creative people who thrive on working in a challenging and fast paced environment.

### **Additional Information**

<b>Location:</b>	EU – Holland
<b>Status:</b>	Full Time, Permanent
<b>Reference Code:</b>	55746123/5
<b>Career Level:</b>	Senior manager
<b>Education Level:</b>	Professional Degree
<b>Job Category:</b>	Sales & Business Development
<b>Salary:</b>	45,000 – 75,000.00 Euro per year (Gross) OTE Subject to skills and experience

### **Contact Information**

[jobs@daltonid.com](mailto:jobs@daltonid.com)

Tel: +44 1491 419 000