

Our client is an industry leading company that provides expertise in the fields of animal nutrition, production management, and research and development. Since 1990, they have approached the North American swine and poultry markets with independent and unbiased nutrition services and consulting to customers. The Business Development Manager is responsible for managing accounts and driving further growth by developing customized client strategies and programs that reduce input costs and maximize net returns. Lead and mentor a diverse team of highly qualified nutritionists and sector experts in Ontario while working collaboratively with other regional managers across Canada and the company's senior leadership team.

Business Development Manager

Waterloo Regional Municipality

Reporting to the General Manager, you will:

- Identify prospective swine and poultry producers for the company's nutrition and consulting programs and manage the tender process for clients where toll manufacturing is required.
- Operate independently to manage client relationships with a consultative approach to developing new business by creating proposals that outline the economic value of the company's services and programs.
- Educate existing and prospective customers on the features, advantages and benefits of the company's nutrition and production programs to leverage networking opportunities and secure new service contracts.
- Lead, engage, and empower the monogastric nutrition team, co-workers and direct reports to develop and incentivize a collaborative working environment focused on customer service and client profitability.
- Communicate with clients and nutritionists on a regular basis regarding program performance, customer satisfaction, and resource allocation, and ensure compliance of all toll manufacturers to existing agreements.
- Facilitate farm visits for nutritionists and follow up on production challenges and other customer issues related to feed and program management.

Your background includes:

- A University Degree or College Diploma in Business or Agriculture. A CCA or P.Ag is an asset.
- 5+ years in-the-field experience working with swine and/or poultry producers in Canada, preferably in a sales or business development capacity. Experience managing a Business Unit will set applicants apart.
- 3+ years managing, coaching, and developing a team in the agriculture industry, with an established and positive reputation in the Ontario feed and animal production sector.
- Ability to manage time, customers and showcase patience in a fast-paced work environment.
- A track record of strong organizational, problem solving and negotiation skills.
- Proficiency with Microsoft Office (Outlook, Word, Excel, PowerPoint) and ability to learn new software.
- Possess a reliable vehicle and valid driver's license

This leadership role will include some travel primarily in Eastern Canada, or internationally, to meet business demands.
Compensation package is dependent on experience level.

LITHERLAND & CO

To learn more about this position and our client, contact Brook Coatsworth at bmc@litherlandco.com or by phone at **416-868-4888 Ext. 5** quoting **"Business Development Manager - 220812"**

Litherland & Co. is dedicated to fair and equal opportunities for all applicants. Candidates are selected upon the highest level of equity, diversity, and inclusion across the organization and throughout its hiring process. If you are selected for an interview and require accommodations, arrangements will be made for your convenience throughout the recruitment.