

## OLMIX GROUP

<b>Position</b>	<b>FOR FEED MARKET MANAGER - EMEA</b>
<b>Date of the offer</b>	October 2019
<b>Area</b>	EMEA
<b>Duration</b>	Indefinite
<b>OLMIX:</b>	<p>A desire to provide natural alternatives to agricultural additives led to the creation of Olmix Group in Bréhan, at the heart of Brittany (France), in 1995. In 20 years, the company has become one of the major global specialists in marine biotechnology and green chemistry. From the start, Olmix Group has innovated in trace elements, transforming by-products into high-value ingredients. Its mission is to make effective use of an abundant untapped resource to promote sustainable food. This approach guides the company's teams worldwide in their work of extracting value from green, red and brown algae.</p> <p>Olmix, the Animal Care division of the group, places the animal at the interface of 2 major ecosystems: the external (housing, litter, air ...) and the internal (body, bacterial flora, nutrients, toxins...). Both influence each other and their balance will determine animal performance. Olmix addresses these two ecosystems with a range of solutions specifically designed for the farmer (For Farm range), the veterinarian (For Vet Range) or the feed miller (For Feed range). Goal: to reach «antibiotic free» production while improving farmers profit and animal well-being, thanks to algae.</p> <p>Thanks To Algae, Olmix offers solutions which improve the hygiene of the animals by reducing the environmental humidity, enhance their immune defenses, guarantee the digestive welfare, increase the digestive efficiency and fight mycotoxins present in the feed. This global strategy contributes to reduce the use of antibiotics, to support the fight against antibiotic resistance and also to improve the quality of the final product.</p>
<b>Description of the position:</b>	<p>Under the responsibility of the Global FOR FEED responsible, you will promote the development of the sales of the OLMIX" FOR FEED" additives range in EMEA area (for all species) by bringing technical and marketing support to the sales team (and distributors). You focus on feed additives targeted for premix companies, feed millers or integrators linked to the theme of mycotoxins or alternatives to antibiotics and support Mycotoxins Risk, Feed efficiency and Immunity ranges.</p> <p>In OLMIX FOR FEED Team, your missions are:</p> <ul style="list-style-type: none"> <li>• Follow the development of the sales in coordination with sales teams and distributors: strong involvement in the support on the field (customers visit), training of the sales teams, launch of products ...</li> <li>• Market surveys to well position the products and define the development strategy</li> <li>• Competition watch to ensure field feedback</li> <li>• Participate to development/implementation and adaptation of the technical and marketing tools supporting the products</li> <li>• Participate to the orientation of research and trials on the range of products to adapt to customers' demands</li> <li>• Establish the link with specialists/opinion leaders on the thematic</li> <li>• Writing of technical documents and articles for the sales force, specialized press or scientific congresses.</li> </ul>
<b>Requirements:</b>	<p><b>Background:</b></p> <ul style="list-style-type: none"> <li>- Veterinarian, Animal Science or equivalent</li> </ul> <p><b>Qualifications:</b></p> <ul style="list-style-type: none"> <li>- Minimum experience of 5 years in feed industry or animal husbandry, ideally in feed additive industry</li> <li>- Fluent English</li> <li>- Enjoy travelling (50% of the time at least)</li> </ul>

	<ul style="list-style-type: none"><li>- Able to work in team, creative and executive</li><li>- Didactic aptitudes will be appreciated</li></ul> <p><b>Location:</b></p> <ul style="list-style-type: none"><li>- France (or EMEA)</li></ul>
<b>Comments:</b>	Please send your details (CV, motivation letter) by mail to : Danièle Marzin, <a href="mailto:dmarzin@olmix.com">dmarzin@olmix.com</a> and Maria Rodriguez, <a href="mailto:mrodriguez@olmix.com">mrodriguez@olmix.com</a>