



PigTek, a division of CTB, Inc., is seeking two Area Sales Managers:

Area Sales Manager

PigTek Europe Group

This position will be responsible for PigTek sales and marketing activities in Eastern Europe and will report into the PigTek Europe Group located in Deurne, The Netherlands and Schüttorf, Germany.

Major Responsibilities:

- Reports to the Commercial Manager relative to regional planning and execution of sales and marketing plan. Focus on developing distribution channels, customer relationships and expanding market share.
- Participate in developing the regional sales and marketing plan.
- Provide sales and market potential input and analysis as required.
- Lead and manage sales activities with distributors and direct customers. Identify and prioritize country and customer targets, and plan resources accordingly.
- Manage the Distributor Program seeking to make improvements, expand and develop sales channels.
- Provide sales and technical support and on-site training to distributors and customers.
- Effectively plan and manage show, meetings and promotional activities. Effectively manage distributor and regional meetings to support the marketing plan for the region.
- Responsible for maintaining area distributor and customer account information. Current opportunities and projects also need to be maintained in a timely manner.
- Actively work with Customer Fulfillment and Financial Manager in outstanding issue impacting shipments or account status.

Area Sales Manager

PigTek Americas Group

This position will be responsible for PigTek sales and marketing activities in Latin America and will report into the PigTek Americas Group located in Milford, Indiana U.S.A.

Major Responsibilities:

- Partner with the Sales Manager for regional planning and execution of sales and marketing plan.
- Lead sales activities for distributors, builders and direct customers with the intent of market share.
- Conduct project sales calls on end users and provide advice on equipment layout and animal flow.
- Responsible for maintaining customer account, and project opportunity information.
- Actively work with the Customer Service Group and Financial Manager on outstanding issues impacting shipments or account status.
- Train distributor sales personnel in product and systems features, and benefits.
- Provide input to the Sales Manager and VP & General Manager on product needs.
- Actively participate in trade shows, open houses and other marketing events.
- Work closely with Corporate Finance & Credit Group to establish credit terms and seek third party financing as needed.

Requirements:

- Education: Associate or Bachelor degree in engineering, agricultural or business.
- Strong technical knowledge on equipment operation and management.



PigTek, a division of CTB, Inc., is seeking two Area Sales Managers:

Area Sales Manager

PigTek Europe Group

Requirements:

- Bachelor degree, 5 or more years' industry segment experience.
- Proactive and decisive, with excellent communication skills.
- Strong sales and marketing experience with technical products.
- Team player; able to effectively interact with staff from all aspects of business.
- Strong market segment knowledge.
- Ability to interact and make sales presentations from operators to business owners.
- Energetic, honest individual with high ethical standards.
- Ability to travel as needed, not to exceed 50%.
- Prefer language fluency in English and German or Dutch.

Area Sales Manager

PigTek Americas Group

- Self-motivated, possessing a drive to compete and succeed.
- Five years of experience in pig equipment layouts, animal flow and equipment.
- Strong project selling capabilities with the ability to secure customer commitment during the sales cycle.
- Strong communication skills. Ability to make presentations to farm managers and business owners.
- Team player with the ability to interact with staff from all parts of the business.
- Ability to travel as needed in Latin America.
- Proficient computer skills in MS Office products.
- Prefer language fluency in English and Spanish.

For the Area Sales Manager – PigTek Europe position, please apply at <https://ctbcareers-ctconnects.icims.com/jobs/1277/job>

For the Area Sales Manager – PigTek Americas position, please apply at <https://ctbcareers-ctconnects.icims.com/jobs/1276/job>

ABOUT CTB

PigTek is part of CTB, Inc., a leading global designer, manufacturer and marketer of systems and solutions for the production of grain, poultry, pigs and eggs, as well as for various equestrian and industrial applications. Founded in 1952, CTB operates from multiple locations in various countries around the world and serves its customers through a worldwide network of independent dealers and distributors. Find out more at ctbinc.com.