



corvitac

LOOKING FOR

Regional Key

Account Manager (m/f/d) in Santiago, Chile

ABOUT US

After the foundation of our startup in 2019 in Germany, our young and dynamic team continues to grow with one main purpose: use innovation and digital technologies to improve and revolutionise livestock farming processes while benefiting both animals, farmers, the environment and society. With our first product, the "Pig-Counter", we start to fulfill our mission of bringing digital solutions to farmers from around the globe.

JOB DESCRIPTION

We are looking for someone to join our team in Chile with leadership qualities in sales. Do you think it could be you?

You will support the design and development of our sales and expansion plan in Chile. Your main objective will be to expand and optimize our local sales capabilities, making you responsible for negotiation processes as well as customer contact and service. Sales acquisition, organization of tests and installation of systems and customer support will be your main activities. This includes detecting local market needs and expectations and generating new sales opportunities, as well as retaining accounts and maintaining customer satisfaction.

REQUIREMENTS

- Studies and first experience in the field of agricultural economics, business administration, sales or similar
- Some professional experience, especially in the area of sales and customer service, will be an advantage
- Previous experience or high knowledge and interest in the area of animal husbandry or pig farming is highly valued
- High level of understanding of the structure and proper management within sales processes of technological products preferred
- Self-confident appearance, strong communication skills and convincing argumentation strategies as a negotiator
- Business mindset: determination, motivation through measurable results
- Good English skills

BENEFITS

- Be part of a young and international team, full of motivation and desire to create impact, in an environment of cooperation and commitment.
- To become the ambassador of our external image in Chile
- The opportunity to quickly take on your own responsibilities and carry out your own ideas and projects.
- Flexibility in organising your work, schedules and tasks
- Possibility to learn and improve your professional and personal skills by being part of the challenges and opportunities that being part of a startup brings

Questions?

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With the support of:

ST>RT-UPCHILE

**SEND US YOUR CV AND
MOTIVATION LETTER TO :**

career@corvitac.com