



Aquaculture Technical & Sales Field Support – China

水产养殖技术和销售现场支持 - 中国

POSITION: Aquaculture Technical & Sales Field Support – China

职位: 水产养殖技术和销售现场支持 - 中国

Full-Time Independent Contractor

全职独立合同

INDUSTRY: Aquaculture

行业: 水产养殖

ROLE OVERVIEW:

The Aquaculture Technical & Sales Field Support position is responsible for providing field support to BiOWiSH management and commercial team, within the specified geographic region, as well as providing Aquaculture technical support to distributors, dealers, end users and research partners.

职位简介:

美国 BiOWiSH 科技有限公司公司一家专注于微生物研发, 生产, 销售的技术型公司, 总部设立在美国俄亥俄州辛辛那提市, 现 BiOWiSH 将拓展中国水产市场, 销售其生产的调水及饲料添加剂的微生态产品。水产养殖技术和销售现场支持职位负责为指定地理区域内的 BiOWiSH 管理和商业团队提供现场支持, 并为分销商、经销商、最终用户和研究合作伙伴提供水产养殖技术支持。

Key responsibilities include:

- Planning, Initiating and Managing BiOWiSH Aquaculture trials across multiple phases (hatchery, nursery & grow out).
- Supporting BiOWiSH corporate initiatives and assisting management in developing commercial market for BiOWiSH Aquaculture products.
- Assisting in the development of technical, training and marketing tools to support Aquaculture Education Initiatives in country.
- Educate and Train channel partners, farmers, manufacturers, etc. about BiOWiSH Aquaculture products based on Aquaculture Education initiatives.
- Contribute to long term direction and strategy of BiOWiSH within the Chinese market.

主要职责包括:

- 规划、启动和管理 BiOWiSH 水产养殖跨阶段（孵化、虾苗，及成虾）试验。
- 支持 BiOWiSH 企业计划并协助管理层开发 BiOWiSH 水产养殖产品的商业市场。
- 协助开发技术、培训和营销工具，以支持水产养殖培训计划。

- 根据水产养殖教育计划，对 BiOWiSH 水产养殖产品的渠道合作伙伴、农民、经销商等进行教育和培训。
- 为 BiOWiSH 在中国市场的长期发展方向和战略做出贡献。

REPORTING TO: Manager – Aquaculture Segment

RESPONSIBILITIES:

- Effectively define and communicate advantages of BiOWiSH products to key customers, distributors, industry bodies, and thought leaders.
- Coordinate and plan on-farm trials that demonstrate the value of BiOWiSH to gain distribution partners and end users.
- Aquaculture Education Initiative Training to channel partners and farmers.
- Demonstrate the value proposition to local consultants to influence business with local farmers.
- Collect, organize and derive information from trial data to produce BiOWiSH best management practices and marketing materials in the designated region.
- Develop BiOWiSH application protocols with effective farmer recommendations to advance aquaculture farm economics and support BiOWiSH Aquaculture product sales.
- Provide technical support to BiOWiSH distributors, dealers and end users.
- Conduct training for dealers at dealer meetings, farmer meetings, and field days.
- Contribute to BiOWiSH initiatives as a member of the global team.
- Contribute to annual business planning as part of Aquaculture Team.
- Contribute to achieving commercial targets and growth in accordance with the business plan.
- Maintain intimate knowledge of the respective products, market, distribution channels, competitive landscape and application areas.
- Any other duties as required by Territory Aquaculture specialist.
- Uphold all company policies including Anti-Trust (and international equivalent) compliance and compliance with EH&S policies.

KNOWLEDGE, SKILLS AND ABILITIES REQUIRED:

- Strong Conversational & Technical English and ability to translate from English to Chinese both verbally and written.
- High performing Aquaculture Professional.
- Formal Degree in Aquaculture (or similar) required with Bachelor's Degree or higher preferred.
- Must have completed Bachelor's or Graduate level degree in English speaking country.
- At least 2-3 years field experiences preferably in shrimp grow out farming
- Demonstrated ability to effectively train others on technical material.
- Strong commercial acumen.
- Excellent communication and presentation skills.
- Ability to work as part of a team and contribute across the business.
- Ability to work unsupervised and show initiative as required.
- Time management skills

岗位职责:

- 有效地为主要客户、分销商、行业机构和思想领袖定义和传达 BiOWiSH 产品的优势。
- 协调和规划农场试验，证明 BiOWiSH 的价值，以获得分销合作伙伴和最终用户。
- 向渠道合作伙伴和农民提供水产养殖教育计划培训。
- 向当地顾问展示价值主张，以影响与当地农民的业务。
- 收集、组织和从试验数据中获取信息，以在指定区域生成 BiOWiSH 最佳管理实践和营销材料。
- 利用有效的农民建议，开发 BiOWiSH 施用流程，以推进水产养殖农场经济，并支持 BiOWiSH 水产养殖产品销售。
- 为 BiOWiSH 分销商、经销商和最终用户提供技术支持。
- 在经销商会议、用户会议和实地日期为经销商进行培训。
- 作为全球团队的一员，为 BiOWiSH 计划做出贡献。
- 作为水产养殖团队的一部分，为年度业务规划做出贡献。
- 根据业务计划为实现商业目标和增长做出贡献。
- 保持对各自产品、市场、分销渠道、竞争格局和应用领域的深入了解。
- 区域水产养殖专家要求的任何其他职责。
- 坚持所有公司政策，包括反托拉斯（和国际同等）以及遵守环境、健康和安全（EH&S）政策。

需要知识，技能和能力:

- 很好的会话和技术英语能力以及口头和书面英语翻译能力。
- 高效的水产养殖专业人员。
- 具有学士学位或更高学位的水产养殖（或类似）正规学位。
- 已完成英语为母语国家的学士或研究生学位（海外经历优先）
- 至少 2 - 3 年的实地经验，最好是虾类养殖方面。
- 具备有效培训他人技术资料的能力。
- 较强的商业敏锐度。
- 出色的沟通和演讲技巧。
- 能够作为团队的一员工作并为整个企业做出贡献。
- 能够无人监督地工作并根据需要展现主动性。
- 时间管理技巧。

WORKING CONDITIONS AND PHYSICAL EFFORT:

- Frequent travel is required in this role. Overnights are limited when possible; however, candidate must be able to work throughout China as needed.
- Office based work, with a large amount of time dedicated to on-site farm and distribution visits.

- Working conditions will be typical of field aquaculture work, candidate must thrive in an outdoor environment.
- Must be able to lift relevant feed bags, typically 25kg, on an as-needed basis.
- No or very limited exposure to physical risk.

工作条件和体力:

- 此角色需要经常出差。在可能的情况下, 过夜是有限的; 但是, 应聘者必须能够在全国各地工作。
- 办公室工作, 大部分时间是在农场现场和分销商访问。
- 工作条件是典型的野外水产养殖工作, 应聘者必须非常适应室外环境。
- 必须能够根据需要提举相关的饲料袋, 通常为 25kg。

LOCATION:

- Role will be based in China, Beijing Preferred

工作地点:

工作地为中国, 偏向于北京地区

TYPE OF EMPLOYMENT:

- Full-Time Consultant / Contractor.