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# JEAN TATIBOUËT

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WhatsApp: +33 6 46 27 91 06 / US phone: +1 773 765 8043 | tatibouetjean@gmail.com | WWW: [Bold Profile](#)

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## Summary

Highly motivated Business Development Manager seeks a position in the animal or plant nutrition industry to put my three years of experience to work for farmers and more sustainable agriculture. Thanks to my 3 years in the field as a consultant to farmers in France and BtoB business development manager in the USA, I have learned to work hard to always find the right solutions for my customers, optimizing their technical and economic results. I have successfully managed various projects, led sales initiatives and spearheaded product development initiatives, consistently exceeding targets and fostering mutually beneficial partnerships. Direct interaction with growers is an extremely important thing, enabling us to understand the real challenges facing agriculture today, to talk to the key players in the field and to find concrete solutions that can be rapidly implemented.

## Skills

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- Relationship Building
  - Sales Presentations
  - Technical knowledge in animal nutrition
  - Prospecting
  - Relationship Development
  - Business Development
  - Competitor Monitoring
  - Proficient in Windows pack office
  - Market and Competitive Analysis
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## Experience

### Business Development Manager

09/2022 to Current

#### Nor-Feed

Chicago IL

- Identified potential clients, built relationships, and sells of high-quality products for animal nutrition.
- Sales representative in North America
- Technical support for distributor sales representatives in the US and Canada
- Leveraged cold calling, in-person visits and referrals to build leads with premix companies and feed mills.
- Setting up trials with big players in the US and Canada
- Market analysis and competitor review
- Developed and implemented strategies to increase sales and market share.
- 50% traveling

### Business Manager in Animal Production

01/2021 to 08/2022

#### Natura 'pro Coopérative

France

- Negotiation and sale of livestock products to farmers (feed, minerals, fertilizers, seeds, etc.)
- Technical follow-up of about a hundred ruminant farmers. Determined farmers needs and find a competitive solution while monitor my margin.
- Turnover of €600,000 in the first year, an increase of 15% with the addition of 4 new customers to my portfolio
- Determining and forecasting stocks in my sales territory

### Product Development Manager for Coccidiosis Management

05/2020 to 12/2020

#### Phytosynthèse

France

- Monitoring of experiments in poultry farms and preparation of the experimental protocol
- Statistical analysis and synthesis of study results
- Analysis of the feed additive plant's extract market.
- Established timelines for each phase of product development process.

**Development of an Organic Rum in Madagascar for the European Market** 10/2019 to 03/2020  
**ISTOM** France

- Feasibility study and market analysis
- Evaluated existing business models against current market conditions and advised on necessary modifications.
- Developed comprehensive business plans that included budgeting, forecasting, cash flow analysis and more.
- Conducted market research to identify potential customers and new opportunities for growth.

**Responsible for Drafting ICPE 2nd Class Standard D** 03/2019 to 07/2019  
**Tahitan Marine Resources Department (DRMM)** French Polynesia

- Group work in mainland France, then implementation of the process developed in Tahiti
- Benchmarking and proposition of reliable criteria and indicators adapted to the polynesian context.

**Project Manager for the Setting up of a Dairy Farm** 06/2018 to 10/2018  
**Eclosia** Madagascar

- In charge of decision support for the company's experimental project
- Analysis of forage resources and creation of rations
- Focused on project monitoring and management by developing forecasts and tracking expenses.
- Developed and maintained project plans, timelines, and budgets.

**Farm worker and nutritionist/veterinary assistant in ranch** 05/2017 to 10/2017  
Paraguay

- Animals' manipulation
- Forage analysis and land organization
- Veterinary practice training (castration, vaccines...)

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### Education and Training

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**Master of Science: Agronomy and Crop Science** 07/2020  
ISTOM France

**Master of Science: Animal Production** 05/2019  
Miguel Hernandez University Spain

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### Software Skills

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Pack Office, R (statistics), Ration maker ALIPLAN

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### Websites, Portfolios, Profiles

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- [www.linkedin.com/in/jean-tatibouët-8389a7161](http://www.linkedin.com/in/jean-tatibouët-8389a7161)

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### Languages

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**French:** ██████████ ██████████ ██████████ ██████████ ██████████ **English:** ██████████ ██████████ ██████████ ██████████ ██████████  
Native/ Bilingual Full Professional

**Spanish:** ██████████ ██████████ ██████████ ██████████ ██████████  
Professional