



Business Development Manager Sub Saharan Africa

The company

Cargill is an international producer and marketer of food, agricultural, financial and industrial products and services. Founded in 1865, this privately held company employs 140.000 people in 65 countries. They help customers succeed through collaboration and innovation, and are committed to sharing their global knowledge and experience to help meet economic, environmental and social challenges.

Cargill Animal Nutrition (CAN) is one of the Cargill platforms. Compound feed and premix businesses The CAN platform employs 16.000 people and consists of the CFN (Cargill Feed & Nutrition) and the CPN (Cargill Premix & Nutrition) business units, which operate independently with support common systems and technology.

The CPN-EMEA (Europe, Middle East and Africa) region is part of the CPN business unit. Provimi is part of CPN-EMEA. Provimi is a leading provider of animal nutrition solutions, specialized in the development and production of premixes, additives and specialties, such as piglet feeds and calf milk replacers.

Job description

In the Sub-Saharan African region, Provimi operates in a Joint Venture structure with Astral. In the coming months, Cargill will be taking majority stake in this operation. This position will need to execute a commercial change agenda from the current, mainly locally oriented premix business towards becoming the preferred nutritional solutions provider for Sub-Sahara Africa.

Cargill is planning to invest in a new facility and accelerate its growth agenda for Africa. The New Business Development manager position is vital in developing and driving the commercial growth in selected countries in the Sub-Saharan African region. This position is a sales position that requires interfacing with commercial management, product management as well as other functional areas within the organization in order to service and expand offerings at existing customers and mostly build new business.

This position will be based in Pietermaritzburg or Johannesburg (South-Africa). You will become part of the Provimi Southern Africa Management Team and will report directly into the BU Director Sub-Sahara Africa.

Responsibilities / Duties

Commercial

- Co-creates and further develops the commercial strategy and executes accordingly.
- Responsible for key account management and prospection outside home-market
- Liaises with and leverages from both local and global Cargill resources and capabilities
- Business partner in managing and improving current company practices.

Education

- Animal Science degree – Nutritional experience is a plus
- Excellent communication skills in English and (preferably) French
- Ability to work in a multicultural environment

Experience

- At least 5 years of progressive sales experience in animal feed / animal production sector (premix is a plus)
- Proven track record of delivering business growth
- Strong commercial, key account management and negotiation skills
- An independent team player
- Considerable experience on developing export markets
- Understanding of and experience in Sub Saharan Africa region

Skills

- Strong interpersonal relationship-building skills
- Entrepreneurial self-starter, but team player
- Strong result orientation
- Continuous improvement



You will be working in a challenging working environment with the possibility for international exposure. The broader Provimi/Cargill organization offers great chances for career development in many different directions. The remuneration package for the right candidate will be attractive and competitive.

For more information please contact Gudo klein Gebbink, Business Unit Director Sub Saharan Africa, at +27 (0) 82 375 35 86 or +31 (0) 65 126 86 37 or email at gudo_klein_gebbink@cargill.com. For application please send your resume to Mohamed Bokhizzou, HR Director CPN-EMEA (mohamed_bokhizzou@cargill.com).