



*A Cargill Company*

## **Key Account Manager – Animal Health EMEA**

### **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 has 6 platforms and 73 business units.

Cargill Animal Nutrition (CAN) is one of the Cargill platforms. CAN delivers customized products to commercial feed manufacturers in North America, South America, Europe and Asia. Compound feed and premix businesses operate independently, supported by an integrated management team, systems and technology. The CAN platform employs 16.000 people and consists of the CFN (Cargill Feed & Nutrition) and the CPN (Cargill Premix & Nutrition) business units.

The CPN-EMEA (Europe, Middle East and Africa) region is part of the CPN business unit. Provimi Animal Health is part of CPN-EMEA. Provimi Animal Health is a leading provider of Animal Health & Pharmaceutical solutions, specializing in Private Label and Contract Manufacture of Animal Health and Pharmaceutical products.

### **Job description**

Key Account Manager's responsibilities include developing new prospects and interacting with existing customers to increase sales of Provimi manufactured products and programs in the EMEA region. The focus will be on the manufacture of Pharmaceuticals and Nutraceuticals. Customers are Pharmaceutical Companies and Animal Health Wholesaler, Retailers and Distributors. 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 existing customers and build new business opportunities. You will be expected to be experienced in involving specialists in relevant areas at the right moment with your accounts.

The Key Account Manager will directly report to the Animal Health EMEA Business Unit Manager.

### **Specific responsibilities**

- Develop and implement selling strategies and tactics with customers and prospects
- Proven success in managing a DMU
- Manage the account team at existing customers to strengthen relationships and grow the business
- Lead specific new and existing business development projects
- Extensively work with the Sales & Technical Team to service and grow existing customers and develop new relationships with prospects
- Administration/forecasting of sales volumes, new business development programs and key account plans

### **Job requirements / skills**

- Requires a minimum of a university degree in animal science or veterinary medicine
- Familiar with concepts, practices, and procedures within the B-B sales
- Good prospecting and closing skills
- At least 5 years of progressive sales experience
- Excellent communication skills; ability to work in a multicultural environment
- The job requires international travel
- Experience in the animal health & nutrition industry would be advantageous but not essential – food industry is also acceptable
- Analytical, fact-based, solution-oriented



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**Work location:**

- Work location is Lichfield (United Kingdom).

You will be working in a challenging working environment with the possibility for international exposure. The broader Provimi 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 John Williams, Business Unit Manager CPN-EMEA at +44 7739 990 154 or [john\\_williams@cargill.com](mailto:john_williams@cargill.com). For applications please send your resume to Saskia Velthorst, HR Assistant at [saskia\\_velthorst@cargill.com](mailto:saskia_velthorst@cargill.com).