



A Cargill Company

Key Account Manager The Netherlands

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 is part of CPN-EMEA. Provimi is a leading provider of animal nutrition solutions, specialized in the development and production of premixes, concentrates, additives and specialties, such as piglet feeds and calf milk replacers.

Job description

The Key Account Manager's responsibilities will be to improve Provimi's sales at leading feed industry players in the Dutch market. The customer complexity requires a stronger commercial focus and cross-functional teaming with our technical specialist to serve these players with the best offer of products and services. The candidate will work in the market, home office and frequently the locations in Rotterdam, Nistelrode and the Cargill Innovation Centre in Velddriel for teamwork and customer visits.

Responsibilities / Duties

- Accomplish sustainable sales growth through partnering with key-accounts and key-prospects
- Lead key-account teams and participate in product development and marketing teams

Requirements / Skills

- Key-account management, including concepts, practices and procedures within a Business-2-Business sales environment.
- Proven track record in value selling of technical / nutritional solutions
- Excellent relationship management and internal and external teaming skills
- Strong economical and adequate basis of nutritional experience in the feed and swine industry
- Results driven with excellent (business) deal closing skills
- Excellent command of Dutch and English language

Education

- MSc degree in animal science and/ or agribusiness or equal through industry experience

Experience

- At least 5 years of progressive sales experience in the feed and/ or swine industry.

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 Joris van Wichen, Region Manager The Netherlands, Belgium & Italy, at +31 6 54 29 31 15 or email at joris_van_wichen@cargill.com. For application, please apply online – www.cargill.com – Key Account Manager (ZUI00001).