



A Cargill Company

Product Manager Ruminants WEMEA

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 product manager is a key member of the cluster ruminant team. He or she is responsible for the ongoing development and success of the ruminant product portfolio, measured by the total gross margin development.

The product manager proactively follows key trends in the market, translates his or her knowledge into commercial opportunities and aligns the proposition accordingly. He or she is responsible for the development and execution of the strategic plan for ruminants in WEMEA; defining business requirements, product range definition, branding, developing sales channels, pricing and product launch in close cooperation with the sales team and the technical manager ruminants. The product manager has a key position in the development of new products and innovative nutritional programs via participation in the ruminant cluster team, and trains the sales team in the application of these at customer level.

Overall the product manager is an internal and external (including extensive customer contact) advocate for the products and concepts.

This job requires good knowledge of the agricultural industry with specific knowledge on ruminant nutrition. The right candidate combines nutrition skills with a strong commercial focus. He or she will report to the ruminant technical manager and will work in Europe, Middle East and Africa.

Specific responsibilities

- Responsible for the portfolio of ruminant products and services and introductions of products and services
- Train the sales team and business partners on the application of products and services in the field
- Maintain awareness of product offering by competitors and relevant literature and share this with the sales team
- Gross margin responsibility for product line ruminants
- Responsible for technical and marketing communications (trade shows, marketing materials, promotional events)
- Develop and maintain strategic plan for the ruminant business
- Participate in key account and ruminant cluster teams
- Represent Provimi during industry events



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Job requirements / skills

- University degree in animal science or veterinary medicine with proven knowledge on ruminant nutrition
- At least 3 years experience in the feed industry, preferably in a product management role
- Hands-on experience of on-farm rationing
- Familiar with concepts, practices and procedures within the B-B sales
- Excellent communication skills with the ability to work within a professional team to achieve the same goals
- This job requires international travel (approx. 30%)
- Excellent knowledge of English essential and preferably also of Dutch and German
- Innovative, creative, with the ability to implement change
- Driven by results

You will be working in a challenging working environment with international exposure. The broader 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 Sander Abrahamse, Technical Manager Ruminants at +31 (0) 615032681 or sander_abrahamse@cargill.com. For applications please send your resume to Jose Castillo Fuertes, HR Manager (mail to saskia_velthorst@cargill.com).