



A Cargill Company

Sales Manager South 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 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

In the Sub-Saharan African region, Provimi operates in a Joint Venture structure with Astral. Cargill will be taking a majority stake in this operation. This position will assist in executing a commercial change agenda from the current internally oriented local South African Premix manufacture towards a global – CPN externally oriented Sub Saharan focused nutritional solutions provider.

Cargill is planning to invest in a new facility and accelerate its growth agenda for Africa. As part of that change further invest in a majority stake. The South African market being the key market in this area, being a market leader in this market is a key factor in the successful roll-out of this strategy. 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 in the South African market.

This position will report to the Sales Manager Home-market.

Responsibilities / Duties

- Creates and develops relationships with key and targeted accounts and execute the commercial strategy.
- Lead and drive specific new business development projects and opportunities in the South African market
- Responsible for introducing new products, concepts en R&D results to key accounts and prospects
- Responsible for involving specific (technical) resources from local and EMEA technical sales support and R&D teams.
- Assist in further enhance the strategic growth plan towards selected customers and prospects

Requirements

- Will be required to travel extensively within South Africa

Education

- Animal Science degree - Nutritional experience is a plus
- Excellent communication skills in English and Afrikaans, both written and verbal
- Ability to work in an international environment/company



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Experience

- At least 3 years of progressive sales experience in animal feed / animal production sector
- Proven track record of delivering business growth
- Strong commercial and negotiation skills
- A strong, independent team player
- Preferably successful Key Account Management experience
- Understanding of and experience in South African animal feed market

Skills

- Strong interpersonal relationship-building skills
- Entrepreneurial self-starter, but team player
- Strong Results Orientation
- Cross-functional Team Leadership
- Continuous Improvement
- Eager to learn / develop

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).