



A Cargill Company

Technical Sales Manager Swine Belgium

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.

Due to an ongoing strong growth of Provimi's activities in Belgium, we are looking to expand our team with a Technical Sales Manager Swine.

Job description

You will be responsible for account management of feed mills and distributors in Belgium. You will be a technical discussion partner for these accounts, assist them in expanding their market success and support their customers. Moreover, account management of large swine producers is an important part of the job, partnering with them to increase their technical and economical results. You are responsible for introducing new products, concepts and knowledge to the customer.

You have a good knowledge of the swine industry and proven commercial success in previous positions. The right candidate combines strong nutrition skills with a commercial focus.

Responsibilities / Duties

- Provide swine production support / advice to feed mills and large home-mixing farms, supporting sales of Provimi products.
- Ensure a solid development of sales, predominantly through sales growth at existing customers
- Introduce new products, concepts and R&D results to customers

Requirements / Skills

- Excellent relationship management and internal and external teaming skills
- Technical know-how on swine production management driven by strong advisory skills
- Proven track record in value selling
- Excellent command of Dutch and English language, French is an advantage

Education

- University degree in animal science or, preferably, veterinary medicine

Experience

- 5 years of technical and commercial experience in the swine industry in Belgium

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 – Technical Sales Manager Swine (BEL00167).