

Sales Manager East Europe

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Company: Kemin Industries

Location: Poland

Category: other-general

Overview

Kemin Nutrisurance Europe is looking for a **Sales Manager Poland**. He/she is responsible for **achieving the budgeted sales, margin, operating income** and sales expense financial indicators of the budget for the assigned accounts.

The Sales Manager Eastern Europe will focus on **Pet Food and Rendering solutions**.

We Are Kemin

We are visionaries who see things differently and are inspired by the world around us.

We have been dedicated to using applied science to improve the quality of life for over half a century. Committed to feed and food safety, Kemin maintains top-of-the-line manufacturing facilities where over 500 specialty ingredients are made for humans and animals in the global feed and food industries, as well as the health, nutrition, beauty and textile markets.

We provide product solutions and options to customers in more than 120 countries.

A privately held, family-owned and operated company, Kemin has more than 3,300 global employees and operates in 90 countries including manufacturing facilities in Belgium, Brazil, China, India, Italy, Russia, Singapore, South Africa and the United States.

He will be responsible for **Poland, Czech Republic** and **Baltic states**.

Responsibilities

Achieve consistent growth in sales and gross margin within each of the assigned accounts, in accordance with yearly sales budgets.

Build forecast reports that will feed consensus meetings with sales information for production and inventory management.

Lead Kemin's business unit expansion and sales growth in the territory.

Collaborate with cross functional teams in developing and implementing a marketing plan for the territory.

Carry out specific responsibilities in each step of the sales process.

Identifying prospective customers.

Developing, executing, documenting and maintaining sufficient customer sales projects to exceed sales growth expectations for the territory.

Authoring and executing strategic plans for key customers.

Establishing relationships with individuals at the all levels of the customers' organization.

Making technical sales presentations on Kemin products/services.

Cooperating with product development efforts.

Closing the sale and implementing the startup programs.

Obtain on average 20 meetings with customers each month.

Continued relationship building and growth with customers after the sale.

May work together with other Account Managers in a team selling approach.

Responsible for conducting high level meetings as well as assist customers with testing products in the manufacturing plant.

Attends industry tradeshows, conferences, and events.

Qualifications

A solid understanding of biological sciences in order to prepare and present detailed technical and commercial presentations to prospective customers.

Prior experience in managing sales projects to a successful completion.

A high degree of energy and personal motivation demonstrated project and time management skills, and strong interpersonal skills.

Proficiency with computers, including Microsoft Office products and database development programs and the ability to train others in these systems.

Excellent communications skills.

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