

Poland Jobs Expertini®

Sales Manager Monogastric Animals - Poland

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Company: Kemin Industries

Location: Poland

Category: other-general

Overview

Kemin Animal Nutrition and Health is looking for a **Sales Manager Monogastric Animals Poland** for our Polish customers. 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 Monogastric Poland will focus on Intestinal Health and Nutritional solutions of the Kemin Portfolio.

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 3,000 global employees and operates in 90 countries including manufacturing facilities in Belgium, Brazil, China, India, Italy, Russia, Singapore, South Africa and the United States.

Responsibilities

As the **Sales Manager Monogastrics Poland** you will become responsible **for the growth of the market and territory**. You will have a variety of responsibilities such as: **Lead Kemin's business unit expansion** and sales growth in the territory.

Collaborate with the marketing department in developing and implementing a marketing

plan for the territory.

Conduct every step of the sales process

Identifying potential **prospects**

Closing the sale and implementing the startup programs.

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 **all levels of the customers' organization** , in every step of the sales and after sales process

Making technical sales presentations on Kemin products/services

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

Attends industry trade-shows, conferences, and events.

Qualifications

At Kemin we are looking for a highly motivated person, with a solid understanding agricultural science and knowledge of the Monogastric market in Poland. Are you a person who is willing to make a difference? Do you recognize yourself in the points below?

University degree in Agriculture or equivalent through experience;

5-10 years of **experience in the Monogastric nutrition industry and sales**

Good technical background

Knowledge of **animal nutrition & health market in Poland**

Good communication and social skills;

Be able to communicate (verbally/in writing) in Polish and in English;

Sense of responsibility;

High personal motivation and result and service oriented

Willingness to travel extensively throughout (and occasionally outside) Poland including overnight stays.

What's in it for you:

At Kemin we are passionate about people and animals, you will become part of the Kemin Family where we live and work by our TiPSS value and where our people are central. We offer you:

A challenging opportunity where you are in the driver seat to develop sales in your region with your own unique way of selling.

A competitive financial package-

Salary

Bonus opportunity

Company car

Insurance

Continued learning opportunities- At Kemin we were compelled by curiosity , we offer our employees the possibility to develop themselves on a personal and professional level :

Tuition reimbursement

LinkedIn Learning

Corporate University with online and in person training;

The chance to give back to our world- Through our foundation of servant leadership, we are proud to offer ample service opportunities. Kemin has a valued corporate partnership with both The World Food Program and Habitat for Humanity, in addition to many local initiatives.

More information about Kemin: take a look at our website: .

#LI-REMOTE

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