



SALES MANAGER YOUNG ANIMAL NUTRITION

THIS IS WHERE YOU WILL BE WORKING

Denkavit, the expert in young animal nutrition and feed ingredients, is looking for a driven Sales Manager. Join our authentic family-owned company with over 90 years of experience and become part of our international success story. With over 600 enthusiastic employees in offices in the Netherlands, France, Germany, Italy, Spain, China, and the US, we provide expertise to livestock farmers and feed suppliers in over 60 countries worldwide. Our dedication to research and development is reflected in our unique laboratories and research centres. Add value to our team!

WHAT WILL YOUR ROLE BE?

To strengthen our enthusiastic commercial team, we are currently looking for a Sales Manager Young Animal Nutrition for the Northern European region. You will join the Denkavit team, which is part of the Denkavit Group. The commercial team is responsible for the distribution of milk replacers, piglet feeds, ingredients, and feed additives in over 60 countries worldwide.

YOUR DUTIES

In this role, you will be responsible for maintaining and expanding sales in your region. You will develop a sales strategy to achieve both short-term and long-term goals. You will investigate customer needs and translate them into opportunities. Working closely with Product Managers, you will oversee innovation programmes from a customer perspective.

- Achieving budgeted revenue and profitability for customer accounts,
- Managing distributors and direct customers within the European region,
- Responsible for updating the Customer Relationship Management application,
- Preparing quarterly business reviews, including market insights, competition, and trends,
- Collaborating with Supply Chain and Customer Service to achieve accurate forecasts and timely delivery,

*Working at Denkavit is
challenging and offers
possibilities to develop your
professional and personal
capacities.*



- Conducting market research in your region regarding customer profiling and competitive landscape,
- Contributing to the development of the Roadmap in collaboration with Marketing and R&D.

WHO ARE YOU?

As our Sales Manager Young Animal Nutrition in your region, you have extensive experience in the sales and marketing of animal nutrition. In addition, you possess the following:

- Bachelor's or Master's degree, preferably in animal nutrition, or relevant work experience,
- Minimum of 5 years' experience in Business to Business,
- Willingness to travel up to 40% within your region,
- Strong drive, positive attitude, and the ability to work as both a team player and independently,
- Results-oriented with a proven track record,
- Excellent communication and networking skills at various levels, both internally and externally,
- Experience in animal nutrition and daily management in piglet rearing is a plus.

We are looking for candidates residing in the Northern European region with an excellent command of the English language.

THIS IS WHAT WE ARE OFFERING YOU

We offer you a challenging and diverse job with ample opportunities for personal development. You will become a member of an enthusiastic and motivated team. Additionally, we provide:

- Excellent salary and benefits,
- An independent and challenging role,
- A healthy, growing company with dedicated colleagues,
- The opportunity to work in a dynamic and innovative organisation,
- The chance to develop yourself further.

INTERESTED?

For more information, please please call our recruiter Edwin Abma on: +316 15 33 86 65.

Or apply directly using the button below! We look forward to receiving your up-to-date CV and an engaging supporting letter. An assessment will be part of the selection process.