



TECHNICAL SALES MANAGER INGREDIENTS (BENELUX, DACH REGION)

THIS IS WHERE YOU WILL BE WORKING

Denkavit specialises in feed for young animals and feed ingredients. As an authentic family-run business that has been operating for over 90 years, we now occupy a leading international position. Over 600 motivated employees in our offices in the Netherlands, France, Germany, Italy, Spain, China and the US provide knowledge and expertise to livestock farmers and animal feed suppliers in more than 60 countries worldwide. We continuously invest in research and development, making our laboratories and research centres unique in our field!

WHAT WILL YOUR ROLE INVOLVE?

As a Technical Sales Manager at Denkavit Specialty Ingredients, you will play a crucial role in expanding our market presence and promoting our premium feed additives and materials. You will be part of a highly motivated and skilled team, serving as a trusted advisor to the feed compound industry and offering solutions that make a difference. Building and maintaining strong customer relationships and networks in the designated territory is a key responsibility of this role.

YOUR TASKS

As the Technical Sales Manager for Ingredients, you will be responsible for developing and implementing strategic sales plans to meet revenue targets in Benelux and/or the DACH region. Additionally, you will offer technical support and guidance to customers, addressing their needs and challenges. You will give product presentations, workshops, and training sessions to customers and distributors. You will also focus on cultivating and sustaining long-term relationships with key accounts, responding to their individual requirements and objectives. Furthermore, you will conduct market data analysis to identify trends and opportunities in your respective market. Your responsibilities will also include:

- Identifying and targeting new business opportunities while nurturing

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



existing customer relationships,

- Conveying Denkavit's value propositions and benefits to customers,
- Collaborating closely within cross-functional teams to ensure customer satisfaction, resolve issues, and meet delivery commitments,
- Developing and implementing market penetration strategies to gain a competitive edge,
- Providing regular reports and forecasts to the sales leadership team.

WHO ARE YOU?

To excel in the role of Technical Sales Manager for Ingredients, you need a robust technical understanding of animal nutrition and feed formulations. Moreover, a demonstrated history of success in technical sales within the animal nutrition or feed additive industry, spanning a minimum of 3-5 years, is an essential bonus. You should also have:

- A master's degree (or equivalent education and/or experience level) in Animal Science, Agriculture, or a related field.
- Exceptional communication, negotiation, and interpersonal skills.
- The ability to work independently and collaboratively in a team.
- Fluent proficiency in German or Dutch (the other is a genuine plus) and English (both written and spoken).
- Willingness to travel as needed within the assigned territory.

THIS IS WHAT WE ARE OFFERING YOU

A challenging fulltime job in our ambitious organisation and a pleasant organisational culture characterised by engagement, short lines and trust. We are an authentic family-run business that cares about its people. Every day, we are motivated by our core values: quality, innovation, integrity and engagement. In addition, you can expect:

- Excellent salary conditions corresponding to the experience level.
- Company car and travel allowance.
- Comprehensive health and retirement benefits.
- Professional development and training opportunities.
- A highly motivated team that goes the extra mile with you.
- A family-driven environment with a good balance of work and joy.
- Home office combined with regular presence at the Dutch headquarters and the German subsidiary.
- German or Dutch working contract and secondary conditions possible.
- A supportive and inclusive work environment.

'Growing is something you do together' is our motto! We therefore offer an environment with scope for the personal development of our employees. As an equal opportunities employer, Denkavit encourages applications from candidates from diverse backgrounds.

INTERESTED?

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

Or apply directly using the button on the website! We look forward to receiving your up-to-date CV and an engaging supporting letter.