



NUTRITIONAL LEAD

This position is an exciting opportunity with a rapidly expanding animal nutrition company located in Auburn, NY. Denkavit (dba Grober Nutrition LLC) has been in business for more than 80 years and it is our mission to be the most attractive partner globally in young animal nutrition. Denkavit USA is focused on revolutionizing the milk replacer industry by applying the latest scientific research and findings in nutrition, starting with the best ingredients available and producing encapsulated fats and milk replacers in a new, state of the art plant that utilizes a technologically advanced process to produce a product that exceeds anything in the industry.

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The ideal candidate will have a passion for agriculture, animal nutrition, and innovation. To be successful in this role, the candidate must be a highly skilled communicator in verbal and written formats. Denkavit invests in her employees and seeks a dynamic candidate who wants to push the status quo of the animal nutrition industry and continuously improve in terms of personal and professional development.

This is a full time position with a 401K package and benefits. Position will report directly to the General Manager of Denkavit USA and work closely with the entire international Denkavit organization. The position is based in Auburn, NY, ideally situated between Rochester, Ithaca, and Syracuse, with proximity to the renowned Finger Lakes and is the most progressive dairy region in the Eastern US.

EXPECTATIONS OF THE ROLE, AS NUTRITIONAL LEAD YOU WILL BE

- Primary advisor to sales management, toward achievement of sales objectives;
- Supporting the sales team in field conducting customer meetings, on-farm assessments in support of all Denkavit product lines nationwide;
- Providing ongoing training of sales team colleagues, formulator(s) and other internal stakeholders as necessary, related to products, feeding

‘Working at Denkavit will give you the opportunity to challenge yourself and continue to develop your technical knowledge, professional skillset, and personal capabilities.’

science, animal health and farm production systems;

- Acting as the primary liaison to the Denkavit international nutrition team, collaborating on all matters nutritional and product related, to insure organizational alignment while meeting the needs of the US market;
- Developing NEW concepts in young animal nutrition, with focus on all exhaustible resources (CHALLENGING industry norms to differentiate Denkavit as the progressive thought leader in the industry!);
- Leading product development and improvements to meet present and future needs of the US market, whereas Denkavit is a quality and animal welfare driven company wanting to lead the market on Young Animal Nutrition;
- Advise and recommend Denkavit research projects;
- Developing technical presentations and bulletins;
- Providing evaluations and assessments of competitors products and marketing;
- Monitoring relevant sources for latest research and emerging technology and trends, and reporting routinely;
- Speaking at industry events, participate in trade shows and conferences and author articles in scientific and trade journals;
- Networking and engaging key opinion leaders in the industry and academia, to promote Denkavit;
- Approving formulation requests and changes, for formulation department;
- Advising other departments (marketing, production, QA) as required;
- Fully utilize Denkavit systems to communicate with and support internal and external stakeholders in a timely manner.

JOB REQUIREMENTS

- MSc or PhD in Animal Science or a related field (Nutrition, Physiology, Biomedical Sciences, Pre-Vet Studies);
- Experience on farm, with preference for dairy;
- Passion and knowledge of neonatal nutrition and physiology;
- Research experience;
- Public speaking, and publication in peer-reviewed journals or popular press outlets;
- Ability to work interdepartmentally;
- Complete an intensive training program with and at our Dutch head office is part of your introduction program;
- Proficient in Microsoft Office (Outlook, Excel, PowerPoint);
- Proficiency in the Spanish language is an advantage.

LOCATION

- Position is based in Auburn, NY;
- Travel is approximately 50% of the time (mainly in the US), and dependent on the needs of the business.

OUR OFFER

Employees will receive ongoing education and professional development. We offer a competitive salary, competitive health & welfare benefits, a company matched 401(k) savings plan, paid vacation and paid holidays.

INTERESTED?

We thank all applicants for their interest, however only candidates selected for an interview will be contacted. Resumes may be submitted to John Schmitt at j.schmitt@denkavit.com.