



NUTRITIONAL LEAD DENKAVIT USA

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 to 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.

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 young 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 Commercial Manager of Denkavit USA and work closely with the entire international Denkavit organization. The position is open for working remotely from anywhere in the Eastern USA.

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 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;

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

- 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 who is a worldwide leader in Young Animal Nutrition;
- Advise and recommend Denkavit research projects to be conducted in the largest calf research center in the world;
- 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

- A PhD in Animal Science or a related field (Nutrition, Physiology, Biomedical Sciences, Pre-Vet Studies) or Doctor of Veterinary Medicine; MSc with experience
- Hands-on (dairy) farm experience desired.
- Passion and knowledge of neonatal nutrition and physiology;
- Experience in conducting animal research experiments
- Skilled presenter, both for academic, technical and farm audiences publication
- Publication in peer-reviewed journals or popular press outlets;
- Ability to work interdepartmentally;
- Complete an intensive onboarding training program with and at our Dutch head office;
- Proficient in Microsoft Office (Outlook, Excel, PowerPoint);
- Proficiency in the Spanish language is an advantage.

LOCATION

- Position is remote in the Eastern USA
- Travel is approximately 30% 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. Pay Range \$90,000 - \$120,000/year based on experience and skills.

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.