



STRATEGIC BUSINESS DEVELOPMENT MANAGER

The position of Strategic Business Development Manager for Denkavit USA is an exciting opportunity with a rapidly expanding young animal nutrition company located in Auburn, NY. This position offers autonomy to create and execute business plans and strategies on our way to realizing our goals for the US market. Denkavit (dba Grober Nutrition LLC in the USA) 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, processed in a new, state of the art plant, Denkavit produces milk replacers and protein encapsulated fat that exceeds anything the industry has to offer.

WHAT WILL YOUR ROLE INVOLVE:

Denkavit USA is looking for a Strategic Business Development Manager for Denkavit's milk replacer and young animal care products business in the Midwest area (including the states of MI, IN, IL, IA, KS, MO). The ideal candidate will have a passion for food animal production, managing large key accounts, developing long-term relationships and collaborations, and driving revenue growth by identifying new business opportunities with new and existing accounts.

To be successful in this role, the candidate must be a highly skilled listener and communicator in verbal and written formats. Like Denkavit, the candidate should want to push the status quo of the animal nutrition industry, and continuously seek to improve professionally.

The Strategic Business Development Manager is responsible for identifying and developing new prospects, supporting existing business and delivering on budgeted sales expectations in the assigned geography and accounts for Denkavit produced milk replacers and young animal care products. Coordinating and leveraging all the necessary resources Denkavit has available to do so. Team work, individual effort and delivering a superior customer experience will be key to the incumbent's sales success.

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

Denkavit invests in their employees, and offers technical and ongoing professional development.

This is a full-time salary position with retirement and health benefits. Position reports directly to the Manager of Sales & Business Development of Denkavit USA and will work closely with the entire sales team and the international Denkavit organization.

EXPECTATIONS OF STRATEGIC BUSINESS DEVELOPEMENT MANAGER ROLE:

- Collaborate with the Denkavit Team to achieve sales targets for both new accounts and growing existing customers' business
- Frequent engagement with colleagues and management
- Develop and execute on territory business plan to achieve sales goals aligned with Denkavit strategy
- Prospect for new business with all levels of distribution, influencers, and customers
- Provide infield on-farm support and sales activities when necessary
- Leverage and proactively seek out available resources necessary to drive sales results
- Maintain accurate customer and territory database
- Proactively analyze and report on sales performance
- Maintain regular contact with customers and alliances appropriate for potential
- Provide timely feedback and market intelligence to sales team and Denkavit organization, through regular communication utilizing systems provided
- Attend and provide support at industry events
- Complete all administrative duties accurately and on-time

JOB REQUIREMENTS:

- College degree B.S. or advanced, preferably in agri-business
- Minimum 10 years successful sales experience in related industry
- Minimum 5 years of successful large account management experience
- Flexibility to travel (vehicle and valid driver's license required) with overnights as required
- Strong customer service and communication skills
- Good organization, time management skills
- Competent in computer knowledge – MS office with proficiency in Excel

Position annual salary range, based on experience: \$90,000 to \$130,000.
Position remote.

INTERESTED?

Resumes may be submitted to John Schmitt:
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