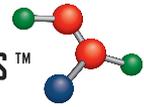




INSPIRED MOLECULAR SOLUTIONS™



## JOB OPENING

### Our company: Kemin – Inspired Molecular Solutions™

Kemin ([www.kemin.com](http://www.kemin.com)) provides „inspired molecular solutions” specifically developed to provide nutrition and health benefits for humans and animals. Committed to feed and food safety, Kemin maintains top-of-the-line manufacturing facilities where approximately 500 specialty ingredients are made for the global feed and food industries as well as the health, nutrition and beauty markets. A privately held, family-owned and operated company, Kemin has more than 2,000 employees and operates in more than 90 countries with manufacturing facilities in Belgium, Brazil, China, India, Italy, Portugal, Singapore, South Africa and the United states.

**KEMIN ANIMAL NUTRITION AND HEALTH – EMEA is seeking a:**

## SALES MANAGER POLAND

We are looking for a commercial person who has knowledge of animal nutrition including nutrition of dairy cows and ruminant business in Poland and who has a strong technical background. This candidate will provide technical sales support to our customers in the region (north-west of Poland). The candidate must want to work in an international environment.

### Responsibilities:

- Support the further development of Kemin’s commercial activities in Poland
- Planning and support of the technical product development and the performance of tests, experiments and follow-up of the results
- Co-ordination and development of marketing and promotion (i.e. documentation, exhibitions) in accordance with the image and general policy of the company
- Gather market information, also concerning the competitors (programs, prices)
- Develop and support existing sales and sales potential in the area
- Manage and implement existing and new sales projects
- Explore and implement new applications for existing products
- Introduce new products at a high technical level
- Define and develop product marketing and technical aspects in co-operation with the Area Sales Manager and other relevant departments
- Secure an optimal Customer Service by good communication with the Area Sales Manager and relevant departments
- Give the necessary input in advertising and promotional activities with regard to the area
- Help co-ordinate and participate in trade shows, exhibitions and seminars
- Submit all relevant information on competitor activity
- Management of profit margin by means of appropriate selling prices and the research and introduction of new products and applications
- General Management of the Customer file

### Qualifications & Experience:

- University degree in agriculture or equivalent by one’s experience
- Minimum 2 years” experience with commercial activities
- Knowledge of animal nutrition and ruminant ration formulation
- Good communication and social skills
- Good knowledge of English and fluency in local languages
- Discretion
- Sense of responsibility
- Willingness to travel extensively throughout Poland including overnight stays

**Offer:** This position offers a competitive remuneration package which will reflect the importance of the role as well as the opportunity to work for a rapidly growing international company.

**Interested:** Please visit us at [www.kemin.com](http://www.kemin.com) or sent your CV to [apply4job.europe@kemin.com](mailto:apply4job.europe@kemin.com)