

Key Account Managers – VILOFOSS Polska

1. Industrial Premixes
2. Cattle Products
3. Piglet prestarters

You now have the chance of becoming an important part of one of Europe's largest companies within the agricultural sector.

VILOFOSS Polska is a dynamic and innovative company specialized in premixes, the main focus being on production and marketing of vitamin and mineral premixes to animal production and the feedstuff industry in Poland.

VILOFOSS Polska is belonging to one of the largest premix manufacturers in Europe and owned by the DLG Group in Denmark. The DLG Group is one of the largest agricultural companies in Europe.

Through our company, VILOFOSS Polska, the DLG Group wants to expand its market share in the field of feedstuff- and premix sales on the Polish market. We therefore seek a key account managers to assist the sales manager in developing the market.

The candidate should possess commercial-/sales experience, preferably on the basis of an agricultural education within the animal sector. Experience within technical sales of feed for cattle or pigs is essential. The candidate must have the ability to work independently. Further, the candidate should take an interest in pioneering work, i.e. building up new business. The candidate should be able to communicate in English and in Polish and to establish new contacts easily.

The job as key account manager is a newly created position; you will therefore be spending the first year working on development and market penetration. We have great expectations to your capability to access the market and to create a market platform for our future expansion. Your office space will be in Osielsko, but primarily you will be on the road, visiting farms.

Your profile

- 3-5 years experience in B2B sales (animal nutrition, feed industry)
- Education (veterinary, animal husbandry, agriculture)
- Good communicator and have a team-focused working style but are self-motivated
- Results oriented and entrepreneurial with a proven track record of delivering results
- Driven to achieve even when faced with obstacles
- A structured, systematic and goal-oriented mindset

Principal tasks

- Market research
- Developing client base
- Direct sales to key accounts
- Budgeting and follow-up
- Participation in fairs, seminars

We offer an attractive salary package commensurate with qualification and experience as well as company car and all other tools necessary to carry out the job (computer, cell phone etc.). The job is full time.

We need our new key account managers as soon as possible, but we are willing to wait for the right candidates. Closing date for applications is 30.08.2013

All applications will be handled confidentially.

All applications and requests for further details (CV, cover letter) must be filed in English and send to Sales Director Bjarke Mollerup Bitsch at bob@dlg.dk and Sales Manager Andrzej Sobieraj at a.sobieraj@vilofoss.pl

