

# Sales talent? Apply now!

We are meeting the challenges of animal nutrition around the world! As innovative feed-additive experts, we take our responsibility towards humans, animals and nature very seriously. In recent years, we have earned a global reputation in the development and production of sustainable solutions for the animal feed industry. Due to continued growth, we are looking to expand our international team of specialists with an

## Are you interested?

Send your application, including your availability and salary expectations, to [jobs@dr-eckel.de](mailto:jobs@dr-eckel.de).

Dr. Eckel Animal Nutrition GmbH & Co. KG  
Im Stiefelfeld 10  
56651 Niederzissen

Please address any questions you may have about this vacancy to

**Toni Saal**  
Human Resources

Tel. +49 (0) 2636 / 9749-56  
[jobs@dr-eckel.de](mailto:jobs@dr-eckel.de)  
[www.dr-eckel.de](http://www.dr-eckel.de)

## Area Sales Manager BeNeLux & UK/ Irland (f/m)

### You enjoy:

- > Definition and implementation of sales activities by developing Sales Pipelines & Account Planning
- > Commercial and technical responsibility of international key customers in the feed industry
- > Identification, exploitation and acquisition of new customers through active market cultivation and analyses
- > Collection and reporting proactively on market intelligence (e.g. pricing and promotion of competitors)
- > Close collaboration with back office for efficient customer care
- > Organisation of sales trainings and participation in trade fairs
- > Contribution in establishing the annual sales budget

### You are:

- > Ideally University degree in agricultural sciences, veterinary medicine or equivalent
- > At least 5 years' experience in sales ideally in feed industry or related sectors
- > Excellent knowledge of spoken and written English, French is an advantage
- > Strong skills in sales pitches and general business development
- > Strong entrepreneurial profile
- > self-motivation and willingness to travel

### You can expect:

- > A varied and interesting role in a dynamic team
- > A flat organisational structure in a forward-looking company
- > Highly qualified team based in Germany and Bangkok
- > Dynamic job with major potential for growth and creativity in an international context

