

Account Manager - Northwest Europe

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Company: MorePeople

Location: United Kingdom

Category: other-general

About the Role

As Account Manager your responsibilities will include, developing and autonomously managing relationships with distributors in the livestock industry. You will take charge of business operations in the UK, Republic of Ireland, and the Netherlands while providing technical expertise on the product portfolio to distributor sales teams and key accounts. An additional part to your role will include engaging actively in industry-related trade shows and conferences and conducting comprehensive product training sessions for distributors and end users.

Extensive independent travel within the UK and various Northwest European countries is an essential part to this role in addition to collaborating effectively with internal teams such as customer service, credit, Technical Services, and marketing.

Candidate Attributes and Qualifications:

The ability to utilize and maintain sales tools like CRM and Business Plans for strategic insights is necessary. Equally, our client is looking for a candidate with the following qualifications and skills:

BA/BS degree in Agricultural Economics, Animal Science, or equivalent industry experience.

Minimum 5+ years in Livestock feed or related industry, showcasing self-directed strategic approaches.

Ability to thrive independently while fostering strong distributor relationships.

Track record of achieving sales growth through strategic planning and technical acumen.

In-depth understanding of livestock economics, production, and technical aspects.

Entrepreneurial spirit, financial evaluation proficiency, and strategic mindset.

Proficiency in MS Office applications; strong technical and computer skills.

Excellent communication skills in English; Dutch language proficiency advantageous.

Exceptionally organized, detail-oriented, and capable of multitasking.

About the Client

Our client is a leader in providing innovative solutions for the livestock industry. With a rich history of expertise and a commitment to excellence, they offer a range of high-quality products and technical support to enhance animal nutrition and health.

The Application Process:

First Stage: Screening teams call to assess candidate fit with basic qualifications and initial competencies.

Second Stage: In-person interview to delve deeper into experience, skills, and situational assessments.

Third and Final Stage: Another in-person interview to evaluate alignment with company values, strategic thinking, and collaborative capabilities.

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