



Job Description

Key Account Manager



Corporate Vision

Pioneering animal genetic improvement to help nourish the world.

Reports To

Steve Furniss - Commercial Director UK

Position Location

UK

Objective

Selling the PIC value proposition, identifying new commercial opportunities, driving business growth and delivering the profitability in the assigned accounts and areas.

Job Description

- Supports the Commercial Director in the development of the strategic initiatives to deliver profit targets and customer goals
- Develop the indirect business by identifying suitable business opportunities within the customer base and negotiate appropriate contractual agreements
- Develops and maintains relationships with key accounts to increase revenue and profit
- Prepare and manage the budget and forecasts for the area of responsibility.
- Negotiate, sustain and renew customer contracts.
- Communicates the value proposition to key industry contacts.
- Works with key accounts to influence, develop and implement improved ways of realising the full genetic improvement.
- Develops strong relationships with enabling functions; Marketing; Supply Chain; Technical Services, Genetic Services and Finance to ensure success of Europe and the UK Business and the delivery of the strategic objectives.

Note: Description may not be exclusive

Qualifications, Skills and Knowledge

- Educated to degree standard, ideally in Agriculture or Animal sciences
- Minimum of 5 years sales experience preferably in a Key Account Manager; Experienced in porcine genetics or pork production desired
- Strong negotiation, communication and influencing skills.
- Innovative, highly self-motivated with the ability to respond to changing demands are key requirements for success in this role.
- Excellent IT skills - Microsoft office proficient including excel
- Domestic and occasional international travel will be a key part of this role as is the requirement to be fluent in English