

Sales Manager Dairy, South EU

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Company: Novus International, Inc.

Location: Belgium

Category: other-general

General Responsibilities

Achieve or exceed sales targets for the assigned territory.

Manage the dairy business to maximize profit short term and long term while creating value by customer centric approach in assigned region.

Contribute to the right spirit within the team and communication within the organization.

Provide monthly S&OP forecast to meet customer requirements and Novus inventory/working capital objectives.

Maintain close relationships with customers to understand pains and decision making drivers.

Fulfill Novus's sales strategies and forecast sales volumes for all dairy products/channels in assigned region.

Key Knowledge/Skills/Experience

Bachelor or master degree in Business, Animal Science or adjacent fields.

Minimum 5 years of sales experience in animal (dairy) nutrition sector.

Comprehensive knowledge of sales and marketing to the completion of complex assignments.

Team player.

Proven understanding of the livestock industry, thorough knowledge of the animal nutrition and health businesses, with special focus on dairy nutrition.

Proven ability in developing and implementing country level sales plans and tactics that successfully and consistently achieve sales targets for the region.

Proven ability to establish, grow and manage long-term relationships with customers for optimum results.

Strong cross-functional skills to effectively work with colleagues, build relationships, manage conflict, and achieve broader group objectives.

Seasoned and pro-active self-achiever.

Detailed understanding of the dairy segment in the assigned area. May be a recognized expert in dairy management/nutrition.

Fluent in French, English and Spanish or Italian.

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