



Job Description

Key Account Manager



Corporate Vision

Pioneering animal genetic improvement to help nourish the world.

Reports To

Jack Keane – Commercial Director PIC Russia

Position Location

Belgorod - Russia

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 international travel will be a key part of this role as is the requirement to be fluent in Russian and English