



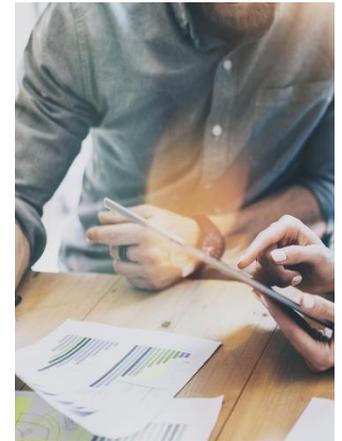
## Schothorst Feed Research

SFR is an international, independent and leading animal nutrition company. At present, approximately 9% of the global animal feed industry uses the SFR raw material tables and feed standards. About 55% of our activities are international with a focus on Europe and South East Asia. SFR has ambitious goals and to achieve further revenue growth we are looking to expand the Sales & Consultancy team.

## SALES MANAGER FEEDINSIGHTS

SFR FeedInsights is a new services portfolio that is aimed at supporting animal nutrition specialists working at suppliers to the animal feed industry and business consultants to self-mixing livestock farmers. Our consultants provide scientific and practical applied animal nutrition knowledge for healthy animals, reducing the CO2 footprint, lower antibiotic use, good animal performance. In addition, SFR is active in developing and optimizing innovative nutritional solutions for cattle, pigs, and poultry.

You are responsible for the positioning and sales of the SFR FeedInsights product portfolio. Together with the consultants, you build on the expansion of the network, additional services, you win new customers, and you realize the sales objectives from the existing customer base.



## MAIN WORK

- Selling the FeedInsights product portfolio
- Key accountmanagement
- Inventory of customer and market needs
- Winning new customers
- Development and expansion of the product portfolio
- Support from our consultants

Are you the new  
face of SFR  
FeedInsights?



# Do you feel responsible for the success of SFR FeedInsights?

## OUR OFFER

We offer a new and varied position that has everything it takes to grow further in an organization that is constantly on the move. You will be given every opportunity to combine your network – and affinity with research – to initiate innovation, together with highly skilled colleagues.

Our working atmosphere is informal with plenty of room for own initiative. We work with flexible working hours. You work from SFR's head office in Lelystad, our 2nd location in Wageningen and - if the work permits - you can also work from home. We offer good terms of employment, as well as a sustainable employability budget. This can be used for training, extra leave or a partial payment.



## JOB REQUIREMENTS

- Bachelor or master's in animal production or Animal Nutrition
- 5 years relevant work experience
- Knowledge of animal categories poultry, pigs, and cattle
- Willingness to travel
- Knowledge of commercial processes and business development
- Knowledge of communication, marketing, and campaign management
- Good command of the Dutch and English language, German is an advantage

## COMPETENCIES

- Independent/ own initiative
- Commercially driven and enterprising
- Customer- and action-oriented
- Expert
- Sales talent
- Creative and solution-oriented
- Innovative thinking

## ARE YOU OUR NEW MANAGER SFR FEEDINSIGHTS?

For questions about the position, please contact Wim Beeks (Manager S&C).

☎ +31 6 345 356 65

Do you want to be considered for this challenging job and do you think you can meet the desired profile?

Send your CV and letter of motivation to the HR department, attn. Ms Anouk van den Heuvel.

✉ AvdHeuvel@schothorst.nl

☎ +31 320 252 294