

Technical Sales Manager - Kemin Personal Care

Kemin Industries, Inc. is a profitable and progressive, privately-held international global life science company headquartered in Des Moines, Iowa (USA) with a vision to "improve the quality of life by touching half the people of the world every day with our products and services."

The Kemin group of companies worldwide has annual sales in excess of \$350 million and employs a talent base of over 1,500 people. Kemin consists of Kemin AgriFoods (including Kemin AgriFoods North America, Kemin AgriFoods Europa, Kemin AgriFoods India, Kemin AgriFoods Asia, Kemin AgriFoods China), Kemin South America, Kemin Nutrisurance, Kemin Health, Kemin Food Technologies, Kemin Vet Innovations, Kemin Personal Care, and Kemin Pharma. Kemin develops nutritional solutions for animal feed, human dietary supplements and food products, pet foods, as well as pharmaceuticals. Sound scientific research and a desire to understand the mode of action at the molecular level are behind all Kemin products. Continued evolution of new businesses is likely from technologies that are currently incubating within the worldwide R&D function.

Overview:

The Technical Sales Manager is responsible for managing distributors and providing technical expertise on Kemin Personal Care's programs, products, and services to prospective and established customers in conjunction with distributor partners in North America. The position requires significant travel - expect 2-3 weeks each month. The position also requires technical competence and confidence to successfully grow the Kemin Personal Care business through distributor relationships.

Responsibilities:

- Meet and/or exceed annual sales and gross margin targets established internally and with each distributor in North America.
- Strategic management of distributor relationship and sales projects to ensure that a sale is successfully completed. These responsibilities include, but are not limited to:
 - Identifying prospective customers and sharing them with distributor partners
 - Developing customer based strategic plans for new and existing customers with distributor partners
 - Establishing relationships with individuals at all levels of the distributor's and as much as possible at the end-customer's organization
 - Making technical sales presentations on Kemin programs/products
 - Assisting with closing the sale and implementing the startup programs with all major end-customers

For more information please go to: <https://careers-kemin.icims.com/jobs/1477/job> and apply on line.