



Schothorst Feed Research

SFR ranks among the global top 10 animal nutrition research & consultancy firms. With state-of-the-art research facilities, we have developed know how and expertise in feeding farm animals for over almost 90 years to become the animal nutrition partner of the international animal feed and protein industry. We work with expert researchers, consultants, project managers and animal caretakers on complex nutritional issues. The balance between production, animal health, environment, quality, and economy is the basis of our advice. SFR currently serves 95% of the Dutch market, 25% of the European market and approximately 9% of the world market.

Feed additives and ingredients

Additive- and ingredient producers are an important SFR customer group for performance-, registration-, tolerance- and challenge studies. SFR research and knowledge offers significant support for product development and marketing of additives and ingredients to the feed industry. SFR educational services provide tailored training and courses for technical sales people to become trusted advisers.



BUSINESS DEVELOPMENT MANAGER feed additive and ingredient suppliers

The business development manager is the first point of contact for feed additive and ingredient customers and prospects. You maintain good contacts with company and department managers to understand their requirements and identify opportunities for research, consultancy and educational services. You connect with the relevant SFR expert and facilitate the process of working out and contracting new projects.

MAIN ACTIVITIES AND OBJECTIVES

- Developing relationships with customers and prospects to understand company requirements and developments
- Conduct market research to identify potential market segments and business opportunities
- Develop and realize the annual sales plan
- Coordinate specific customer requests with the right SFR expert to develop tailored project proposals
- Manage the process and realize the sales
- Stay updated on industry trends, competitor activities, and regulatory changes for strategic decision-making and business development efforts
- Represent SFR at industry trade shows, and networking events to expand the company's presence and generate new business leads

Shape the future of feed production with SFR where relationships, innovation, and expertise converge



Be the driving force behind transformative research and consultancy services as a Business Development Manager

OUR OFFER

We offer a vibrant position conducive to professional growth within our thriving organization. SFR is experiencing rapid expansion and is driven by a strong sense of ambition. You will be provided with ample opportunities to leverage your network and drive innovation alongside our talented colleagues.

Your role entails working from both the SFR head office in Lelystad or the branch office in Wageningen. Additionally, you will be required to conduct customer visits while traveling and, when feasible, have the flexibility to work remotely from a home office, subject to the nature of the work.

Our comprehensive employment package encompasses competitive salary, vacation, and pension benefits, arranged to meet your needs. We provide tax benefit schemes and a Sustainable Employability Budget, allowing employees the flexibility to allocate funds according to their preferences. This includes options such as additional vacation days, partial payment, or training opportunities. At SFR, we prioritize growth and career development, offering options for personal advancement and professional growth.



JOB REQUIREMENTS

- Completed Bachelor or Master degree in animal production - health - nutrition
- Network in the international feed additive – ingredient and feed industry
- Excellent commercial skills preferably in contracting knowhow services and research projects
- Good communication and presentation skills English and Dutch language
- Willing to travel internationally 25% of the time

COMPETENCIES

- Entrepreneur
- Key Account Management
- Performer
- Customer & market focus
- Teamplayer
- Professional
- Building and maintaining relationships

For inquiries regarding the position, you can contact Wim Beeks (Manager Sales & Consultancy) or Jan Kamphof (CEO) at telephone number: 0320 – 252 294.

If you wish to be considered for this challenging job and believe you meet the desired profile, please send your CV and cover letter to the HR department, attention of Ms. Anouk van den Heuvel.

✉ AvdHeuvel@schothorst.nl

☎ 0320-252 294