

Sales Director - Feed

Unibio A/S – Lyngby or Odense, Denmark

Unibio is looking for a Sales Director for our alternative protein business.

Background on Unibio

Meeting the needs of the 10 billion people in 2050 by decoupling protein production from farming and fishing

Unibio A/S is an SME operating in the biotechnology sector with core competencies in fermentation technologies and owning the right to a unique fermentation technology – the U-Loop® technology. This technology enables methane to be converted into a highly concentrated protein product branded Uniprotein® and has the potential to change the value chain for protein production and meet the accelerating demand for protein products derived from a growing demand for meat-based products.

Unibio's vision is to decouple protein production from farming and fishing by becoming the leading producer of methane-based protein products supplying ingredients to the global nutrition market while supporting environmentally friendly production methods.

We believe that science-based biotechnological innovations can provide answers to some of the world's most pressing challenges and sustain the planet for future generations.

Unibio is operated from its administrative headquarters in Odense, Denmark, and has an international office in London. Unibio runs a lab and R&D and pilot facilities at the Technical University of Denmark and a demonstration-scale production plant in Kalundborg, Denmark.

Unibio is involved in licensing the U-Loop® technology in foreign countries for the production of Uniprotein®. The construction of the first full-scale plant has been completed in Russia, and negotiations with important players around the world are ongoing.

Now we need to build a stronger customer base for Uniprotein®, and we seek to strengthen our existing team! Are *you* up for the challenge?

The Sales Director - Feed

The Sales Director - Feed oversees the building of the sales function for all direct and indirect channels of Uniprotein® products for animal feed and pet food. The Director develops strong working relationships with cross-functional partners (consisting of R&D, quality assurance, operations, marketing, sales and senior leadership) and orchestrates an integrated team approach to provide value-added solutions and programmes for our Uniprotein® customers. Manages customer development at all levels including strengthening relationships and understanding needs and opportunities. Maintains a high level of insight in terms of our market position relative to our competitors, market conditions, customer situation and our internal strategy.

Duties and responsibilities

- Build and execute future commercial strategy and plans to drive relevant growth of the FEED business unit
- Identify growth opportunity areas and develop strategic sales plan for all customer segments including short- and long-term sales strategies
- Generate sales leads and opportunities and follow up on leads to qualify prospects and convert prospects into customers
- Define and manage monthly and annual sales objectives
- Proactively drive forward sales and gross margin within the sectors by managing all customer relationship aspects and all feed-related R&D with potential partners to increase the level of functional benefits and USPs
- Responsible for total customer interface, maintain and grow business with existing customers and successfully manage and document their needs to meet strategic sales plan
- Research new market opportunities and target new business with prospective customers to maximize sales
- Lead negotiations with large customers
- Maintain CRM with expert detail
- Provide technical support to customers in close cooperation with suppliers
- Work with customers to resolve any issues including product analysis variables
- Responsible for negotiating contracts with distributors and customers and for contract validity/renewal
- Develop and negotiate all assigned accounts contracts involving in-depth product, industry, pricing and competitive information
- Understand market value and competitive factors of protein products within the compound feed industry
- Develop delivery schedules and understand availability of product
- Develop an understanding of services that would add value to producers and increase their market value.
- Develop and implement pricing strategies
- Create and maintain cross-functional team (operations, R&D, QA, customer service, logistics, marketing) to meet customer and internal expectations
- Work with administrative staff to execute customer service activities
- Communicate and strategize with Go to Market team to ensure that objectives are aligned with corporate strategy and ambition
- Meet or exceed sales budget targets on a year-to-year basis
- Complete monthly required company reports for top management
- Promptly complete required reports such as sales and expense reports and ensure that all documents are completed correctly
- Travel as required

Required knowledge, skills and abilities

- Bachelor's degree in business-related field
- Minimum 7 years in food or feed industry sales. Experience with protein products preferred
- Strategic mindset, business acumen and a "hunter" mentality
- Has developed a strong international network
- Experience in channel / distributor management is a must
- Successful in organizing a team approach to customer sales effort, including maximizing contribution of each team member
- Proven leadership ability to influence, develop and empower co-workers to achieve objectives with a team approach
- Successful communication with and alignment of cross-functional team within the company to improve execution and performance, knowledge and understanding of key economic drivers of a successful technology development and manufacturing business
- Ability to read and understand English and effectively communicate information through writing and speaking in English
- Ability to collect, analyse, compile, interpret and distribute various reports
- Logical/analytical/structural, including ability to determine and define problems, collect data, establish facts and draw valid and logical conclusions
- Leadership skills
- Multi-tasking and organizational skills
- Attention to detail
- Independent self-starter/team player
- Computer skills: Word, Excel, Outlook, PowerPoint, CRM, Internet

Preferred knowledge, skills and abilities

- Master's degree in Business Administration
- Experience in selling high-volume commodity feed or food ingredients
- Functioning knowledge of protein products and ingredients in feed
- Experience with customer base and targeted customers

We offer a competitive salary based on experience. Your primary workplace may be either Lyngby or Odense, but we expect you to spend time in both places. Please indicate in your job application/cover letter which of the two locations is your first choice for primary workplace.

How to apply

Send your job application/cover letter and CV to unibio@unibio.dk with the subject of "Sales Director Feed" as soon as possible and no later than 18 April 2019. Job interviews will be held in the first part of May. Further inquiries can be directed at CCO Michael Jensen at mj@unibio.dk. More information about Unibio can be found at www.unibio.dk.

We encourage all nationalities and genders to apply for the position. Corporate language is English.