

Passionate Leader? Apply now!

At Dr. Eckel, we believe that there are always new ways of doing things. As a value-oriented family business, excellence, pioneering spirit and responsibility for people, animals and the environment are in our blood. Our innovative products make animal husbandry better, healthier and more profitable. This is our contribution to sustainable global nutrition and this is what we love. For our team we are looking for new colleagues who share our enthusiasm for innovation, who strive for the best together with us, who find the innovations of tomorrow and who have fun at work. For our team we are looking for you as

Head of Global Sales (m/f/d)

Are you a leader with heart and mind? Do you have sales experience, can you inspire others and weld them together into real teams, even remotely? Then we have just the right challenge for you!

As Head of Global Sales, you will lead your multinational team both remotely and at various locations worldwide; in doing so, you will combine leadership skills with your expertise in sales. Together with the management you will develop the sales strategy and be responsible for the successful realisation of the sales targets. This includes developing existing and building new key accounts and distributors. Together with local partners, product development and on trade fair visits you analyse and evaluate market information and realize new market potentials. You are responsible for the cost centres, prepare budgets and forecasts and monitor their compliance.

What we expect from you:

- > Degree in economics, agricultural science, veterinary medicine, microbiology, chemistry or similar
- > Several years of successful sales and management experience in agribusiness, preferably in the field of animal nutrition, feed additives, compound, mineral feed producers, integrators or similar
- > A passion for sales, experience in international business and intercultural competence
- > Negotiation skills, flexibility and strong communication skills
- > A structured, key figure-oriented approach and an affinity for digital processes
- > Confident in German and English

What you can expect from us:

- > A varied working day and lots of flexibility in a secure industry
- > Remuneration based on performance
- > Diverse, individual training and personal development opportunities
- > A flat organisational structure in a value-oriented family business that has been named 'Top Arbeitgeber im Mittelstand' (Top 'Mittelstand' Employer) by FOCUS magazine as well as Leading Employer 2022 - awarded as top 1% of all employers in Germany
- > A multicultural team of experts - the best team in the world

Interested?

Then send your CV to jobs@dr-eckel.de. Questions about the position will be answered by Lisa Schäfer.