



Join our team at the Hamburg Location as

Animal Nutrition Analyst / Technical Sales Manager (m/f/d)



At ADM, we unlock the power of nature to provide access to nutrition worldwide. With industry-advancing innovations, a complete portfolio of ingredients and solutions to meet any taste, and a commitment to sustainability, we give customers an edge in solving the nutritional challenges of today and tomorrow. We're a global leader in human and animal nutrition and the world's premier agricultural origination and processing company. Our breadth, depth, insights, facilities and logistical expertise give us unparalleled capabilities to meet needs for food, beverages, health and wellness, and more. From the seed of the idea to the outcome of the solution, we enrich the quality of life the world over.

Your Challenge

ADM is looking for an Animal Nutrition Analyst / Technical Sales Manager who will conduct the feed formulation analysis for several regions in the world. You will be expected to reach an expert level of knowledge regarding feed formulations. In addition you will ensure that the analytical results will be discussed and shared on a regular and timely basis with global traders and management in order to provide a sound basis for commercial and strategic decisions.

Your Responsibilities

- Develop and establish a model to run feed formulations
- Regular updates on developments in feed demand
- Collaborate with other members of the Economic Research Team to integrate findings from feed formulation runs into the overall supply and demand balances
- Assist the team with continuous best practice improvement
- Market research to identify opportunities and monitor competitors and customer activities
- Assist in innovation projects, e.g. launch of new products
- Training of the sales team in animal nutrition
- Work jointly with sales forces and provide technical sales input at customer meetings
- Pro-actively initiate customer projects to support continuous business growth
- Leverage our product portfolio to support our customer's business
- Maintain and/or build strong relationships with technical customers
- Become trusted advisor to the technical segment

Your Profile

- Education at Bachelor level preferably in chemistry, biochemistry, pharmacy, economics or related subjects; Master's degree preferred
- Solid background on technical applications of feed stuff
- At least 5 years of professional experience as application analyst/sales manager
- Experience in the analysis of supply and demand of agricultural products would be a plus
- A good understanding of the importance of modern technology as digitalization and automation is part of the global team's strategy to provide up-to-date, consistent and standardized information in an efficient manner
- Excellent customer relationship management
- Solid communication, organizational and time management skills
- Analytical, fact-based and solution-oriented
- Fluent in English, other European languages are an advantage
- Experience with MS Office, preferably with SAP
- Willingness to travel through Europe

Our Offer

- Challenging tasks, short decision-making processes and a high level of personal responsibility in a modern work environment with flexible work time models
- Room for innovative thinking and growth with the possibility to manage your own career path
- A company culture which promotes continuous learning and diversity
- Excellent career and development opportunities in a world leading nutrition company
- An attractive remuneration including a variety of social benefits

Learn more about ADM at www.adm.com.

We are proud to be an equal opportunity workplace and value diversity at our company. If you feel this job is for you, unlock your potential and apply now [online](#) informing us about your earliest possible entry date and salary expectation.

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