



Key Account Manager

This exempt, full-time position reports to the Director of Sales. The Key Account Manager identifies and cultivates key account relationships and sales opportunities in the USA, manages customer accounts, and executes business strategy. This position assists in the planning and implementation of sales, marketing, and promotional activities to meet sales retention, growth, and profitability targets. The Key Account Manager must be able to interact effectively with Accounting, Sales, Operations, and both domestic and international management personnel. As with all Topigs Norsvin USA employees, a commitment to maintain the confidential nature of company business is essential.

Essential Functions

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of this position.

- Pursue Key Account and other opportunities for Topigs Norsvin product sales.
- Lead multifunctional “key account” teams focused on customer intimacy and business growth.
- Service existing customer accounts to ensure ongoing customer satisfaction.
- Provide technical responses to customer questions and concerns.
- Keep customers informed of new product developments.
- Identify and pursue new sales opportunities; provide sales forecasting.
- Design and deliver reports, proposals, and sales presentations to prospective customers.
- Manage the sales process including orders and contracts, accounting, logistics, and health services.
- Identify new and foster current relationships with key allied industry personnel.
- Represent Topigs Norsvin USA at trade shows and industry events.
- Assist with Topigs Norsvin projects including research trials and export sales opportunities.

Competencies

- Excellent collaboration/interpersonal skills.
- Effective verbal and written communication skills.
- Computer Skills: Microsoft Office Suite (Word, Excel, PowerPoint).
 - Proficiency with CRM tools (e.g., Salesforce) is preferred.
- Continuous improvement of technical skills and personal development.
- Ability to work in a fast-paced and high-performing environment.
- Exceptional organizational skills and ability to manage multiple projects and assignments.

- Highly motivated, critical thinker, goal oriented and easily adapts to change.
- Ability to work both independently and as part of a geographically diverse sales team.

Education and Experience

- A Bachelor's Degree in an Agriculture, Business, or a related field is required.
- A minimum of 5 years in Sales is required.
- Experience within the swine genetic or allied sales industries preferred.
- Animal husbandry and Swine Production experience is preferred.
- Customer service experience is preferred.

Work Environment

The Key Account Manager generally works on farm sites or in a home office environment. This position travels to meet with customers and prospects, provides technical support at customer's production units, and represents Topigs Norsvin USA at conferences and trade shows.

Physical Demands

This position requires the ability to move about within a production facility as necessary to provide on-farm sales and production support and other similar tasks. The ability to lift 50 lbs is required. This position requires travel that can involve sitting in a vehicle for extended periods of time.

Travel

This position requires the ability to travel among the various TNUSA facilities and, as such, requires a current valid driver's license. There is extensive travel required with this position and often involves overnight stays. Persons who are required to travel must follow the TNUSA Travel Policy guidelines.

Other Duties

Please note that this job description is not designed to cover or contain a comprehensive list of duties or responsibilities. Duties and responsibilities may change at any time with or without notice.

Topigs Norsvin USA is an equal opportunity employer. We select candidates without regard to race, color, religion, national origin, gender, sexual orientation, gender identity or expression, marital status, military status, and any other category protected by law.