**Job Description**

**Pet Nutritionist**

|  |  |
| --- | --- |
| **Role** |  |
| **Job title** | Pet Nutritionist |
| **Division** | Commercial |
| **Department** | Pet – Premier Nutrition |
| **Location** | UK- Home based, flexible. Accessible to Rugeley |
| **Team Structure**  Reports to, direct reports, etc | Reports to Pet Nutrition & Innovation Manager.  No direct reports. |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Description** | |  | | |
| **Impact Statement**  The contribution of the role to achieving the overall business objective. Span of impact.  Main purpose, focus of the role | | Pet premix makes an important contribution to the overall success of Premier Nutrition. It has developed an enviable professional and technical reputation within the pet food industry, evidenced by a high UK market share. The role will be to manage existing accounts and to develop new accounts in the UK and EU countries where possible by providing expert advice and account management. | | |
| **Role Objectives**  The key responsibilities and key accountabilities of role. | | To be a pet expert at Premier Nutrition and within the pet food industry in terms of premix and final pet food formulations.  Manage, develop and implement business retention and growth strategies predominantly in the UK but also in the EU.   * To develop and then implement strategic sales and marketing plans for this sector to achieve commercial objectives * To effectively and profitably manage the selected pet accounts. * To continually develop and enhance your standing as an authority on pet food formulation within the industry * To contribute to the development of the Pet Team and provide support as required to manage accounts across the division | | |
| **Key Stakeholders**  What are the challenges of the relationships, communication strategies required, etc | | **Externally:**   * Pet food manufacturers (Nutritionists, Buyers) * Ingredient suppliers / manufacturers * Appropriate industry associations e.g. UK Pet Food, FEDIAF   **Internally:**   * Operations, planning & logistics teams to deliver 1st class customer service * QC/QA team during customer visits / audits * Customer Services to ensure real-time excellence in service provision and customer experience. * Marketing to help deliver the Premier Nutrition Pet brand | | |
| **Person Profile** | |  | **Essential or**  **Desirable** | |
| **Knowledge**  Consider experience, any formal qualifications genuinely necessary or any key areas of knowledge. | | * Proven experience in technical sales within the Pet Food Industry * Experience in pet nutrition and pet food manufacturing * Knowledge of micro-ingredient formulation (Vitamins / Minerals / Premixes / functional ingredients) * Life sciences / nutrition degree * Overseas business experience & success | E  E  D  E  D | |
| **Key Behaviours**  Consider which of our Guiding Principles are particularly relevant and also any role specific behaviours. | | * Results-focused self-starter with the ability to plan, work and implement independently * A proven team player that is flexible and able to assist other team members as required * Able to develop strategies for growth either geographically or by sector * Communicates with clarity and impact * Establishes rapport and can build effective working relationships | E  E  D  E  E | |
| **Other Factors**  Travel, shiftworking, HGV Licence, etc. | | * Experience of working remotely and liaising with other team members who are also remotely based * Travel – UK and EU travel will form part of this role. | D  E | |