**Role Description & Person Profile**

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| **Role Description** |  |
| **Job title:** | Commercial Nutritionist - Ruminant |
| **Reports to:** | Ruminant Manager |
| **Location:** | Home Based with frequent travel to customers and Head Office, Rugeley |
| **Direct & Indirect Reports:** | None |

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| **Description** |  |
| **Role Overview** | Deliver excellence in nutrition to Premier’s customers, working collaboratively as part of the Ruminant and wider Premier team.  Ruminant premix makes an important contribution to the overall success of Premier Nutrition. It has developed an enviable professional and technical reputation within the feed industry, evidenced by a high UK market share. The role will be to continue to maintain and develop new accounts in the UK and Ireland through providing expert advice and account management. |
| **Role Objectives** | Working as part of the Ruminant team in Premier Nutrition. Generate new customers and support existing customers in terms of premix, supplements, feed formulation and general nutrition and technical advice.  Working with customers to understand their KPI targets, objectives and the specific needs of the market.  Ensure the specification of the Ruminant products are safe, legal and meet the marketing, commercial and margin objectives of the business.  Input to the preparation and delivery of product literature, marketing materials, and PR activity, including nutrition related articles. Preparing and presenting technical papers at conferences and discussion group meetings  Contribute to the existing Research & Development programme as required.  In conjunction with the Operations and Quality teams, contribute to the understanding of our premix manufacture processes in order to deliver changes that improve quality, safety and cost of production of our products.  Participate in the investigation of nutritional related complaints and variation of product from defined tolerances in collaboration with Operations and Quality.  Develop strategically: Manage, develop and implement business retention and growth strategies predominantly in UK/Ireland but with a view to continental European growth in time.   * To develop with the Ruminant Nutrition & Innovation Manager and then implement strategic sales and marketing plans for this sector to achieve commercial objectives * To continually develop and enhance your standing as an authority on Ruminant nutrition, feed formulation and Ruminant production within the sector   **Feed Safety:**   * To understand the impact of processes and actions on Feed Safety * To carry out tasks and procedures as trained |
| **Key Stakeholders**  What are the challenges of the relationships, communication strategies required, etc | **Externally:**   * Appropriate industry associations   **Internally:**   * Ruminant and other species teams to ensure excellence in technical services provision to customers * Production & 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. |

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| **Person Profile/Knowledge**  Experience, any formal qualifications and necessary keys areas of knowledge or experience. | | |
| **Essential** | | **Desirable** |
| Bachelors or Masters Degree within Animal Science and/or Veterinary or equivalent | |  |
| Sound Ruminant nutritional and production knowledge and a good understanding of Ruminant performance data | | Demonstrate the ability to think innovatively, with enthusiasm for new ideas. |
| Experience in practical application of nutrition in a commercial role with the ability to form robust and coherent R&D plans with attention to detail in developing protocols and diets. | |  |
| Competent at setting up, running and interpreting feed formulation software | | Bestmix and/or Format experience a benefit |
| Analytical capability for interpreting results and preparing reports | |  |
| Good understanding of the Ruminant supply chain with an appreciation of the factors that impact on our customers | |  |
| An appreciation of the requirements of feed legislation and assurance schemes and the impact upon our products | |  |
| **Key Behaviours**  In line with our Winning Ways | * Always customer focused with good listening skills and empathy to understand where value can be added to their business. * Ability to work alone and as part of a team demonstrating enthusiasm and positivity. * Ability to meet deadlines and work accurately at speed, being responsive and proactive to problem solving to ensure excellence at speed. * Ability to prioritise and to manage stakeholder expectations. * Willingness to motivate, enthuse and support the development of colleagues. * Capable of building pride and passion through displaying a professional approach and leadership style that encourages others. * Effective communication and influencing skills. Able to present technical and scientific data in a compelling and understandable way to people with a wide range of technical knowledge. * Can instil confidence and trust in knowledge and capability.   An advocate and leading example for our Premier Nutrition behaviours;   * **We continuously improve** – what we do, how we do it and the environment we operate in * **We pull together** – share openly, question respectfully and commit fully * **We stand out** – be brave and bold with new ideas that grow both you and what we do for our customers | |
| **Other Factors**  Travel, shift pattern, working hours, Licence type etc. | * Experience of working remotely and liaising with other team members who are also based remotely * Travel – UK/Ireland (occasionally overseas). Full UK driving licence essential. | |