



PIC®

JOB OPENINGS

Key Account Manager

Purpose

The Corporate Key Account Manager directs efforts to achieve corporate sales goals by planning and implementing sales strategies to specific major accounts, cultivating business relationships and identifying opportunities to retain and grow the business.

The Candidate

- Bachelors, Masters Degree, or PhD with experience in Agribusiness
- Working knowledge of pork production systems required.
- Has deep understanding of PIC genetics engine
- Well versed in value selling
- Has the ability to drive, influence, and lead teams towards achievement of goals; results oriented
- Has strong negotiation skills and displays business acumen and strategic thinking
- Has excellent oral and written communication skills that demonstrate the ability to express ideas and exchange information clearly and concisely.
- Has highly developed analytical skills, able to marshal information into cogent business cases
- Has the ability to build strong networks and influence senior stakeholders internally and externally
- Detail oriented; Has good head for numbers and calculation

Interested applicants may send their resume to:

PIC.PH.HR@genusplc.com