

## Senior Application Manager (Beverage)-Kenya

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Company: ADM

Location: Nairobi

Category: other-general

### Job Description

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 Responsibilities

The senior application manager is responsible for leading the team of our local beverage and food application lab in Nairobi (Kenya), as well as coordinating customer projects and acting as the technical key contact for our customers in the area.

Within the role you will be responsible for managing a successful team, developing and training individuals, fostering relationships with sales, customers and team members.

You:

Fully understand ADM Nutrition's product and service portfolio

Create, further develop and maintain a local/regional product portfolio

Support the African business development plan from the technical site.

Follow and understand the business strategy of regional and local key accounts. You coordinate and manage the customer product development projects, supporting the development process from the generation of concepts, to creation of laboratory samples, through to industrial manufacturing. Supporting and leading product and trial fillings at the customer site. Focus on beverage and sweet food applications

Provide guidance and technical support on final product formulation and manufacturing to our commercial team for our African customers

Set goals and priorities for the team and balance resources to achieve goals

Build-up, lead, coach, and train a team of technicians. You are a mentor not only for your team but also for your customers, you provide guidance on processes, equipment, and technical questions.

Collaborate and communicate between departments across EMEA, including our development headquarters and technical service team, other application labs and the commercial team.

## **You have**

BS Degree or MS Degree in Food Science and Technology, Chemistry or Pharmacist

A minimum of 7-10 years' experience in food and beverage industry

A strong background and experience in product development and application of beverage and food

Food and beverage manufacturing experience and are (ideally) well networked in the industry

Excellent project management skills

The ability to think about, assess and shape the future of individuals, teams and the organization; you understand how an organization needs to change in the face of internal and external trends and influences; you develop with others a shared long-term vision for the

organization; you advocate for action to achieve long-term goals and influence others to make the vision a reality

Excellent written and spoken English. Another language is an advantage

Strong communication skills

Solid PC skills and affinity with IT tools (SAP and Salesforce)

Strong knowledge in African regulatory environment

Travel willingness and no problem to spend about 30% of your time outside Nairobi

Enthusiasm to develop innovative solutions and trends in the beverage and food market

Joy to collaborate within and between teams

You are internationally mobile, welcoming new opportunities in a highly dynamic, global environment with the willingness to go the extra mile.

### **Our Offer**

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

Colleagues with great team spirit who are passionate about solving the nutritional challenges of today and tomorrow

An attractive remuneration

A company culture which promotes continuous and at roles and levels

Learn more about ADM at

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.

**#IncludingYou**

Diversity, equity, inclusion and belonging are cornerstones of ADM's efforts to continue innovating, driving growth, and delivering outstanding performance. We are committed to attracting and retaining a diverse workforce and create welcoming, truly inclusive work environments — environments that enable every ADM colleague to feel comfortable on the job, make meaningful contributions to our success, and grow their career. We respect and value the unique backgrounds and experiences that each person can bring to ADM because we know that diversity of perspectives makes us better, together.

For more information regarding our efforts to advance Diversity, Equity, Inclusion & Belonging, please visit our website here:

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