

Senior Account Manager Feed (Fulltime) (Benelux & Germany)

The Hague, The Netherlands



Are you commercially driven and at home in the agricultural sector? Then we're looking for you:

For our growing team at Marvesa Oils & Fats, we are seeking a motivated Senior Account Manager, Feed, who—armed with expertise and enthusiasm—will serve the compound feed industry across the Benelux and Germany. Do you have a nose for commercial opportunities, an affinity with livestock farming, and a passion for sustainable raw materials? We'd love to meet you!

Working at Marvesa: international, innovative, impactful

Marvesa is an international producer and supplier of vegetable oils and fats with a clear focus on the animal feed sector. From our locations in the Netherlands, Spain, Argentina, and Indonesia, we serve customers worldwide. Each year we trade over 450,000 tonnes of oils and fats and operate with a total tank capacity of 80,000 m³.

Our strength lies in the combination of production, logistics, nutritional advice, and market knowledge. With our own fleet of tankers and an in-house team of technical specialists, we ensure customers receive not only products but true application support. We are market leader in functional oil solutions for the feed sector and strongly committed to sustainability—for example by valorising by-products such as lecithins and reducing the carbon footprint of our supply chain.

Sharing knowledge is in our DNA: we are in daily contact with suppliers worldwide and with our customers, advising them on market movements, product innovation, and nutritional applications. Our products—including LECIFEED®, PhytoLipoGenics®, Energy Blends, and a wide range of crude and refined oils—find their way to both specialised and large-scale compound feed producers at home and abroad.

Your role as Senior Account Manager Feed

In this versatile commercial role, you will be responsible for advising on and selling our vegetable oils and fats to customers in the feed industry. You understand their challenges, translate these into the right solutions, and actively build long-term customer relationships.

What you'll do:

- Advise on and sell oils and fats to compound feed customers in the Benelux and Germany.
- Manage and expand a loyal customer portfolio.
- Spot and create commercial opportunities with new and existing accounts.
- Maintain intensive, long-term customer relationships.
- Collaborate with our R&D and Nutrition teams on product improvements.
- Analyse market developments and help shape our commercial strategy.

What you bring

- Bachelor's degree (or equivalent) in Animal Science, Agricultural Management, Nutrition, Economics, or a related field.
- Experience in, or passion for sales or account management within an (inter)national agricultural or raw materials environment.
- Affinity with the livestock sector (ruminants, swine, poultry).
- Independent, entrepreneurial, and commercially driven mindset.
- Strong communication skills—both relationship-oriented and content-driven.
- Excellent command of Dutch and English. German is a plus.
- Willingness to travel regularly to customers at home and abroad (valid B driving licence).

What we offer

- An exciting position in a fast-growing international and friendly team.
- Competitive salary and bonus based on personal and company performance.
- 28 vacation days, with the option to buy 7 extra (based on a 40-hour week).
- Excellent pension plan with low employee contribution.
- Hybrid working options (1 day per week from home after the probation period).
- Monthly contribution to sports subscription and travel cost reimbursement.
- Flat hierarchy, short decision lines, and room for your own ideas.

Interested?

Would you like to be part of a dynamic and international environment, where you can really add value? We'd love to hear from you!

Please send your CV and motivation letter to **HR@marvesa.com** or contact Mark Neureiter di Torrero, +316 25 35 50 77.

Please do not make use of this vacancy as an acquisition opportunity.