



## **Feed Ingredients Sales Manager**

*Minneapolis, Minnesota, USA*

### **About Calyxt**

Calyxt, Inc. is a consumer-centric, food- and agriculture-focused company. Calyxt is pioneering a paradigm shift to deliver healthier food ingredients, such as healthier oils and high fiber wheat, for consumers and crop traits that benefit the environment and reduce pesticide applications, such as disease tolerance, for farmers. Calyxt develops non-transgenic crops leveraging processes that occur in nature by combining its leading gene-editing technology and technical expertise with its innovative commercial strategy. Calyxt is located in Minneapolis-St. Paul, MN, and is listed on the Nasdaq market (ticker: CLXT).

For further information please visit our website: [www.calyxt.com](http://www.calyxt.com)

Calyxt™ and the corporate logo are trademarks owned by Calyxt, Inc.

TALEN® is a registered trademark owned by the Collectis Group.

### **Job Summary**

Calyxt is seeking a highly motivated, result-oriented, creative, and collaborative individual to join our organization to be part of commercial function. The successful candidate will have an opportunity to work in a highly entrepreneurial environment and participate in a cross functional team of R&D, legal, regulatory, supply chain, commercial, and go-to-market functions with a mission of bringing consumer and health focused innovation to food crops in a way that was not previously possible.

### **Job Responsibilities**

This position is part of commercial organization responsible for selling feed ingredients to companies using meal for animal nutrition. This position will be accountable for launching and achieving sales goals for high oleic soybean meal and other value-added feed ingredients which may be launched by the company in future. The successful candidate will be responsible for the following:

- Accountable for all aspects of customer funnel development including generating purchase intentions from feed companies for successful commercial launch of high oleic soybean.
- Create and conduct commercial proposals and RFP response. Support formulation of pricing strategy / contracts negotiation and supply agreements with feed customers.
- Establish, maintain and grow value-based customer relationships to make Calyxt a trusted partner to feed companies which translate into meeting or exceeding annual sales goals.
- Develop and execute sales plan for feed market sectors such as dairy, cattle, hog, pet foods, and specialty feed applications. Evaluate value added feed applications for capturing premium potential of existing products in pipeline.
- Develop and manage 3<sup>rd</sup> party relationships including feed distributors and/or brokers to support sales and business development efforts with small and mid-size feed companies seeking non-GMO value added feed.



- Work collaboratively with supply chain/logistics team internally and externally to ensure customers delivery schedules are met.
- Initiate discussions with large users of protein meal to identify potential pain points and need for specialty feed ingredients such as high oleic soybean meal. Work with product development groups through their internal approval process and if needed conduct feed studies to validate premium potential.
- Responsible for managing feed customer service requests/ complaints.
- Translate feed customer needs into new product ideas for value added solutions in specialty ingredients.

Other important parameters for this position include:

- The position is based in Roseville, Minnesota (Minneapolis area).
- Requires availability to travel up to 30% travel domestically.

## **Candidate Profile**

We seek a results-driven individual who will be leading feed ingredient sales to support commercialization of Calyxt product pipeline including high oleic soybean.

- Bachelor's degree from an accredited institution in business or technical fields.
- Minimum 5 years of feed industry experience, with emphasis on sales in feed ingredients.
- Solid understanding of feed sales process especially non-GMO feed market is highly desirable.

### *Skills and Knowledge:*

- Established track record of success in feed ingredient sales and business development including "non-GMO" feed ingredients.
- Proven experience in working with feed companies both small and medium enterprises (SMEs) and larger feed users in commercializing feed ingredients.

### *Personal Characteristics:*

- Excellent verbal and written communication skills.
- Enjoys executing against the demands of a fast-paced, high growth organization.
- Ability to leverage relationships with external and internal stakeholders to achieve desired outcomes. High customer focus and insight orientation.
- Self-starter with demonstrated ability to set objectives and organize work appropriately to meet and exceed goals.
- Comfortable with handling risk and uncertainty, decide and act without having all details in a rapidly changing environment.

Contact: Please send resume and motivation letter to [CLX\\_FIS\\_2019-01@calyxt.com](mailto:CLX_FIS_2019-01@calyxt.com).