

Head of Solution Engineering, Europe - Aqua Feed & Pet Food

- An attractive executive expert position in a leading global agri-technology group

Would you like to deliver tailored process and equipment solutions to leading aqua feed and pet food companies in Europe? Do you thrive as a team builder and a business and market supporter? And are you motivated by operating as a recognized world expert in an international, high-ambition technology group?

Then this could be the defining role of your career.

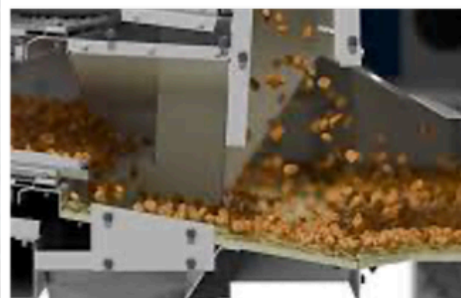
Stillingen er:
Ledig

Ansøgningsfrist:
12. juni 2026

Kontaktperson:

Mette Landau
+45 21 90 21 88

Lokation:
Remote



FAMSUN
Integrated Solution Provider



The Company

FAMSUN is a global leader in the feed machinery industry, with products sold in over 120 countries and a workforce of more than 3.000 employees worldwide. As a rapidly growing international business, they have achieved a compound annual growth rate of over 25% for the past decade. For the past 50 years, they have developed innovative feed machinery technologies that enhance raw material utilisation and improve energy efficiency, contributing to global food security and environmental sustainability. FAMSUN operates European R&D centers in Germany and Denmark, dedicated to developing advanced processing equipment and integrated solutions for the food, pet food, animal feed, and aqua feed industries. Our comprehensive technology portfolio covers grinding, dosing and mixing, extrusion, pelleting, drying, cooling, coating, and conveying systems, delivering efficient, reliable, and high-quality production performance. Driven by innovation and engineering excellence, we are committed to providing high-standard technologies and solutions that meet the evolving demands of premium global markets.

For FAMSUN's European R&D organisation, Landau Headhunting is now looking for a Head of Solution Engineering, Europe, the Aqua Feed and Pet Food.

The position

For our client, we are seeking an experienced and commercially driven aqua feed &

pet food Solution Expert to support Famsun's expansion into the European market. This role will focus on delivering tailored process and equipment solutions to leading aqua feed and pet food companies in Europe, while actively contributing to strategic market development.

This role will be one of the first key hires in Europe, working closely with senior leadership to build market presence from the ground up, engage top-tier clients, and define how solutions are delivered to the European market.

This is a top-level expert role, aimed at attracting one of the world's strongest aqua feed and pet food solution experts. This is not a traditional people-management position, but a global authority role, where influence is driven by expertise, credibility, and technical leadership rather than formal hierarchy. Famsun will, however, support you in building your own Europe-based team.

You will operate across R&D, product development, market support, and strategic customer engagement, working closely with global teams and key customers. You will join a global, multicultural organization headquartered in Yangzhou, China, with R&D centres located in Kansas City (USA), Aarhus (Denmark), and Düsseldorf (Germany). The Famsun Group operates sales and service offices worldwide. Your employment will be with either the German or the Danish R&D centre, and you will have the flexibility to work remotely, from your home office or a nearby office location. Therefore, your place of residence may be anywhere within Europe. You will report to Famsun's Director of R&D in Europe as well as to the Famsun Group President of R&D in China.

Your key responsibilities

Your key tasks and responsibilities in this role will be as below:

Own High-Value Customer Engagement

- Act as a trusted advisor to leading industry players such as BioMar, De Heus, and Nutreco
- Lead technical discussions at early-stage project definition and concept design
- Navigate complex stakeholder environments and decision-making processes

Shape Competitive Solutions

- Design tailored process solutions across feed, pet food, and aquafeed applications
- Bridge customer needs with internal engineering and R&D capabilities
- Influence product localization and solution strategy for Europe

Drive Market Entry & Growth

- Identify and unlock new opportunities in key European markets
- Provide strategic insights on competitors and customer expectations
- Support the company in winning benchmark projects in Europe

Be a Key Voice in the Organization

- Act as the "European market expert" internally
- Directly influence product roadmap, technical standards, and go-to-market strategy

You can expect some travel across Europe to build relationships with key industry players such as BioMar, De Heus, and Nutreco. Travel intensity will be higher in the initial phase to support market entry, with a more structured rhythm as the business develops.

Your professional profile

We are looking for an internationally recognized expert with deep, hands-on

experience in aqua feed & pet food solutions engineering.

You ideally bring:

- Bachelor's degree or above in engineering or related field
- Solid project experience working with top-tier European clients such as BioMar, De Heus, Nutreco
- Background in feed, aquafeed, or pet food processing
- Experience in solution selling, application engineering, and process design
- Fluent professional English

Technical Depth

- Strong understanding of core processes (extrusion, grinding, mixing, drying, etc.)
- Familiar with European standards (CE, ATEX) and project execution practices

Commercial Mindset

- Able to move seamlessly between technical and commercial discussions
- Strong relationship-building skills with key accounts
- Entrepreneurial mindset — comfortable operating in a “build-from-zero” environment

Nice to Have

- Experience with leading solution providers (e.g., Bühler, Andritz, CPM)
- Existing network in the European feed or pet food industry

FAMSUN offers:

- Competitive compensation and benefits package, including salary, insurance, paid leave, and professional training.
- Annual salary review and performance evaluation to ensure alignment between contribution and compensation growth
- Transparent, performance-driven career development system.
- High performers may be promoted to a more senior-level process technical expert position.

Interested?

*Please apply as soon as possible (in English) by clicking the “Apply” button and thereby uploading your CV and application. For any additional information, please contact Founder and CEO **Mette Landau** from Landau Headhunting by phone: **+45 2190 2188**.*

Landau Headhunting will carry out the recruitment process. Therefore, all inquiries should be directed to Landau Headhunting. We will invite relevant candidates for interviews on an ongoing basis, and we reserve the right to call in candidates prior to the application deadline.



We are looking forward to engaging with the world's leading experts in poultry climate systems.

See more at FAMSUN's international website: en.famsungroup.com