MediaRoom

Kemin Expands Crop Technologies Sales Force

Darl Reed and Richard Jones to support the sales growth of the crop technologies initiative

DES MOINES, Iowa (January 16, 2018) – Kemin Crop Technologies, an initiative of Kemin Industries focused on providing solutions for commercial greenhouses and commercial horticulture, has named two new sales managers, effective immediately. Darl Reed will serve as the senior sales manager for Florida, and Richard Jones will serve as the sales manager for California.

Both Reed and Jones will be responsible for establishing and growing direct sales of Kemin products to commercial horticulture operations. They will develop relationships with integrated pest management (IPM) managers, plant health specialists, pest control advisers (PCAs) and business owners.

“We are thrilled to have Darl and Richard join our growing team,” said Marsha Bro, Executive General Manager of Kemin Crop Technologies. “They will be instrumental in delivering innovative and efficient solutions to horticulture professionals in Florida and California.”

Reed joined Kemin as a supply chain manager in 2000. He most recently served as a senior key account manager for ruminant sales at Kemin Animal Nutrition and Health, North America. In this role, he demonstrated great success in growing market share through his strategic sales approach and hard work.

Jones brings a wealth of agriculture, horticulture, nursery and environmental science expertise to his new role. Prior to joining Kemin, Jones was the owner of A Dream Come True Farms, and worked for ForemostCo Inc. and Color Spot Nurseries. Jones has a background in Sustainable Agriculture, a strong understanding of Certified Organic operations, and throughout his experience in the industry, he has demonstrated strategic sales success and business development.

“I look forward to the unique perspective and expertise both will bring to our team, our customers and the horticulture industry,” said Bro.

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About Kemin Industries

Kemin (www.kemin.com) has been dedicated to using applied science to improve quality of life for over half a century. As a global company touching 3.8 billion people every day with its products, Kemin is committed to improving the quality, safety and efficacy of food, feed and health-related products to feed a growing population and be a resource for others in need.

Committed to feed and food safety, Kemin maintains top-of-the-line manufacturing facilities where over 500 specialty ingredients are made for humans and animals in the global feed and food industries, as well as the health, nutrition and beauty markets. The company provides product solutions and options to customers in more than 120 countries.

A privately held, family-owned and operated company, Kemin has more than 2,500 global employees and operates in 90 countries including manufacturing facilities in Belgium, Brazil, China, India, Italy, Singapore, South Africa and the United States.

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