

Job Title

Sales Manager Cheese B2B (global)

Location

Amersfoort, the Netherlands

Job description

As a Sales Manager within our company, you will work for one of the biggest dairy companies in the world. Dairy Essentials is one of the four business groups in the company and Cheese B2B is an operating company of Dairy Essentials. Cheese B2B has a strong growth agenda in volume and value with a global business scope.

Your main responsibility as a Sales Manager is the acquisition of new customers and new business in the Middle East and South East Asia.

Your (potential) customers are using the cheese as ingredient for food manufacturing (ready meals, Pizza's, Lasagna's and Sandwiches). You will fuel the growth ambitions and get the unique opportunity to expand our Cheese B2B sales into new regions and new customers.

Intercontinental travel is a big part of your job and it will take up to 30% of your time.

You are responsible for co-developing and executing the commercial strategy of the operating company Cheese B2B.

You have to achieve sales targets (volume, margin, product mix and customer portfolio growth) concerning our customers outside of the EU.

From this position, you will report directly to the Sales Director Export & Partnerships and work closely with the sales, marketing and finance teams to achieve the ambitions.

Within our company, there is a lot of attention for your personal growth. You will be stimulated to develop yourself and make the difference within the organization. The ideal candidate is an outperformer and is ready for a new and challenging assignment in a leading global company. You are excellent in relationship management and responsible for the growth of the customer portfolio. Next to that, you have affinity with price excellence, and you are able to deal with volatile markets.

Main tasks and responsibilities

- Excellent in acquisition of new customers that are relevant for our Cheese B2B Business;
- Relationship management for long term partnerships with international clients;
- Strong focus on market knowledge and general global developments, in order to operate pro-active and agile in a volatile market;
- Secure the sales plan through acquiring and retaining accounts, build and strengthen relations in order to realize commercial objectives;
- Price & negotiate excellence and ensuring that agreements are respected;

- Sensitive to customer specific needs and translating them to the product and services within the product portfolio;
- Work closely together with colleagues from several departments to translate customer requirements to optimize internal processes and maintain a high customer satisfaction.

Requirements:

- Master's degree;
- Proven track record and network in the industry;
- 6 to 8 years' International B2B experience in dairy or food environment;
- Business development knowledge and experience;
- Knowledge of Supply Chain Management;
- Fluent in English verbal and written / Preferable fluent in French a Arabic;
- Ability to easily connect with the customers of different cultures in various positions and disciplines;
- Customer driven and knows what is going on in the market;
- Flexible and strong communications skills;
- Eager to score and win in sustainable way.

This vacancy is published on 21st January 2020.