

Technical Sales Manager (gn) Ingredients



Location: home based in Germany or Austria



OUR CLIENT

Ruitenberg Ingredients B.V. is a successful family-owned company based in the Netherlands, established 1938 and driven by 85 passionate employees. The company develops, produces and sells specialty food ingredients for the meat, meat alternatives, bakery and convenience industry. For the expansion in Germany, Austria and Switzerland, this position is newly created.

YOUR NEW CHALLENGE

- Maintain regular contacts with current business relations and identify opportunities with potential customers
- Link customer wishes to the R&D capabilities and take the initiative to start product developments
- Responsible for turnover and profit as well as determine price levels, together with your manager
- Understand and help maintain the market relations and network; collect and interpret market details

WHAT TO BRING

- Minimum of five years successful experience in technical b2b sales in the food industry
- Solid knowledge of ingredients, experience with the relevant customer group and in project management
- Fluent German and a sufficient level of English to promote a good exchange with internal R&D
- Communicative team player with proactive mindset and high customer orientation

THE OFFER FOR YOU

The family business Ruitenberg places great value on team-orientation and a non-hierarchical environment.

CONTACT US

Our consultant Matthias Hennig will be happy to answer any questions you may have on +49 891895520-19. The Rau Consultants guarantee objective information and will only pass on your data after explicit approval. We look forward to receiving your application, quoting reference RAHo4488.

