



Sales Manager Food Additives m/f/d

ADDCON GmbH (www.addcon.com) is a German based subsidiary of the Italian ESSECO Group and a leading supplier of selected food and feed additives. For our Business Unit Food we are looking for a sales manager EMEA. We are searching for a motivated, self-driven EU based individual for selling and introducing our different food additives to the market.

Principal duties and responsibilities

- Manage relationships with existing customers.
- Actively approach targeted business clients (telephone, email, social networks, events, trade fairs, etc.)
- Search for new client leads.
- Conduct market research (analyse competitors, efficiency of sales strategies, etc.)
- Participate in coordinating and planning of the BU Food operations with logistics and production teams

Requirements

- Higher level education.
- Prior experience in food additives B2B sales desired.
- Fluency in English. German would be an advantage.
- Good command of any other European languages would be an advantage.
- Able to develop and maintain key accounts as well as to introduce new technologies and help coordinate new product launches
- Demonstrated ability to maintain high level of enthusiasm and motivation
- Travelling time of up to 50% is required.

What we offer

- Opportunity to play an important role in a fast growing business unit in an international environment.
- Substantial responsibility from the early beginning
- In home Office or at one of our European offices.
- Market rate salary and benefits based on your experience as well as performance linked bonus

If you are interested in this role, please send your CV and contact details in English to food@addcon.com.

jobs@addcon.com

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