



Job advertisement

Key Account Manager Flavours UK & Ireland (m/f/d)



Be part of our success!

We are an owner-managed, internationally successful and steadily growing company (since 1829 in Leipzig) in the field of flavors and fragrances, plant extracts and aroma chemicals. Innovative product creations for leading manufacturers in the food and beverage industry as well as in the household care and cosmetics sector characterize our expertise.

Your Tasks:

- Develop the sales towards mainly potential customers in the Savoury, Beverage and/or Sweet & Dairy segments
- Maintain and develop existing customers cross category
- Promote and sell our flavours throughout UK & Ireland
- Maintain and develop business relationships with key customers in the food industry
- Prepare and conduct product presentations and customer workshops for new and existing customers and give feedback in visit reports and IT system
- Coordinate and support communication between our R&D department and the customer on technical issues
- Participate in sales meetings, industry trade shows and networking events
- Develop and implement sales strategies for key accounts

Your Benefits:

- Work in a dynamic team
- Permanent employment contract with up to 30 days holiday
- Attractive training and development opportunities

Your Profile:

- Successfully completed studies in the field of business administration or similar
- Relevant professional experience in the above-mentioned area of tasks
- Preferable existing and strong network in the Savoury, Beverage and/or Sweet & Dairy segments
- Excellent communication, good networking and influencing skills
- Ability to work effectively in a team and individually
- Willingness to travel up to 100%
- Fluent in English

We look forward to receiving your application including availability and salary expectations.

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Please note the privacy policy on handling your application, which can be viewed on our homepage.