


Grow with us!

Sales Manager Compounds (all genders)

 **Kroellendorf or Vienna
(Allhartsberg, AT)**

 **Full time**

 **Entry date
by agreement**

You don't like to choose the easiest path, but rather the one that takes you the furthest? Then you've come to the right place!

YOUR MISSION

- Independent strategic and operational responsibility for major international customers in the food industry with a clear focus on beverages and life science & nutrition
- Continuous expansion, sales, and promotion of beverage ingredients and flavors in Europe and the Middle East
- Project coordination with internal interfaces to R&D, purchasing, production, marketing, technology, etc.
- Independent concept development for new products or product adaptations
- Presentation of new products, calculation, quotation preparation, and negotiation
- New customer acquisition in the sales area
- Market observation and analysis of market developments

YOUR BACKGROUND

- University degree or completed commercial training
- At least 3 years of professional experience as a KAM in the FMCG environment and food industry, as well as in B2B business
- Strong communication skills
- Passion for food with perseverance for project business
- Confidence in negotiations and closing deals
- Organizational skills, structured & independent work
- Strong sales affinity, as well as negotiation and closing skills
- High social intelligence, empathy, and ability to work in a team
- Willingness to travel 50% globally
- Business fluent German and English skills, other foreign languages are an advantage

YOUR BENEFITS AT AUSTRIA JUICE

- An extremely collegial team and a great working atmosphere
- As part of an international group, we guarantee job security and development prospects
- Home-office possibility
- Job bike leasing
- Public transport ticket subsidy
- Childcare allowance
- Financial support for lunch from the employer
- We are obliged to state the minimum salary for this position (collective agreement food industry, (beverages, group IV/after 3 years 3,565.78) - we will discuss the actual payment together

ABOUT AUSTRIA JUICE

We are one of the world's leading companies in the food & beverage market and employ around 1,000 people in 7 countries. Our customers appreciate our longstanding expertise in the development and production of innovative beverage concepts and high-quality food and beverage ingredients.

DIVERSITY & INCLUSION

As a global company, we are very proud of our diverse workforce and place the highest value on equal opportunity and diversity. We welcome and encourage applications from all individuals with enthusiasm for AUSTRIA JUICE, regardless of age, gender, disability, ethnicity, religion or sexual orientation.

CONTACT

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