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# Grow with us.

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The AUSTRIA JUICE Group, a Joint-Venture of AGRANA Beteiligungs-AG and Raiffeisen Ware Austria AG, is one of the most important global players in the food and beverage market and employs approximately 1,000 people at various production sites worldwide.

As a leading company in the industry, the AUSTRIA JUICE Group is appreciated by customers for its expertise in the development of innovative beverage concepts and high-quality food & beverage ingredients.

For our **Sales Team** at the location **Kroellendorf (Allhartsberg, Lower Austria)** we are looking for a motivated personality to join us immediately as a **full-time employee**:

## Area Sales Manager Flavors (m/f/d)

### Your responsibilities

- B2B sales of composition flavorings for existing and new customers
- Independent, strategic and operative support of defined country groups and major customers for the area of composition flavorings
- Development of new customer segments and acquisition of new customers
- Continuous expansion of the customer and product portfolio as well as strategic development of existing and new markets
- Communication and coordination of customer requests with internal interfaces (Product Development, Purchasing, Production and Quality Management)
- Analysis, evaluation and optimization of customer and market potentials (at trade fairs and seminars)
- Support and handling of strategic customer projects

### Your profile

- Completed, relevant professional training or degree (university or university of applied sciences)
- At least five years of professional experience as a key account or sales manager; ideally in the food & beverage industry
- Passion and interest for food and beverages
- Experienced sales personality with strong negotiation and closing skills
- Excellent appearance, customer orientation and intercultural skills
- Business acumen combined with sound numerical and cost-benefit understanding
- Proactive and independent way of working with the courage to bring in new, own ideas
- Willingness to travel
- Business fluent in German and English
- Knowledge of other foreign languages would be an asset

### Our offer

- Cooperation in a dynamic company with a very pronounced innovation and pioneer spirit
- Deep-rootedness of the company locally in Austria, incorporated in a stable, international business environment with attractive perspectives and development possibilities
- Benefits: Home office, flexible working hours, company car, financial support of lunch by employer, etc.
- For legal reasons, we are obliged to point out that the collective bargaining agreement minimum salary as a full-time employee for this position in Austria is € 40,192.04 gross per year. There is a willingness to overpay. The actual salary depends on your qualifications and professional experience.

**Apply now!**

Passion you can taste.

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**AUSTRIA  
JUICE**