

AUSTRIA JUICE

Grow with us!

Sales Manager Flavours (all genders)

 **Kroellendorf, (Allhartsberg, AT) or Wien**  **Full-time**  **According to agreement**

Do you approach everything you take on with full conviction and great passion? Do you enjoy working in a team and prefer not to choose the easiest path, but the one that takes you the furthest? Then you're exactly the right fit for us!

YOUR MISSION

- B2B sales of compound flavors for existing and new customers
- Independent, strategic, and operational management of defined country groups and key accounts in the compound flavors business
- 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 inquiries with internal interfaces (R&D, Procurement, Production, and Quality Management)
- Analysis, evaluation, and optimization of customer and market potential (at trade fairs and seminars)
- Management and execution of strategic customer projects

YOUR BACKGROUND

- Completed relevant vocational training or university degree with at least 5 years of professional experience as a Key Account Manager or Sales Manager, ideally in the food and beverage industry or the flavor industry
- Experienced sales professional with strong negotiation and closing skills
- Excellent demeanor, customer orientation, and intercultural competence
- Business acumen combined with solid numerical skills and a strong understanding of cost-benefit relationships
- Passion for food and beverages
- Proactive and independent working style with the confidence to contribute new ideas
- Willingness to travel
- Business-fluent German and English skills; additional languages are an advantage

YOUR BENEFITS AT AUSTRIA JUICE

- An exceptionally collegial team and an excellent working atmosphere
- As part of an international group, we guarantee job security and long-term development opportunities
- Performance-based bonus & company car
- Option to work from home
- Job bike leasing and public transport subsidy
- Childcare allowance
- Employer-subsidized lunch
- We are legally required to state the minimum salary for this position (collective agreement for the food industry, fruit juice sector, VWG IV/after 5 years: 3,748.13). Actual compensation will be discussed individually

ABOUT AUSTRIA JUICE

We are one of the world's leading companies in the food and beverage market, employing around 1,000 people across 7 countries. Our customers value our many years of expertise in developing and producing innovative beverage concepts as well as high-quality food and beverage ingredients.

DIVERSITY & INCLUSION

We are very proud of our diverse workforce and place the highest value on equal opportunity and inclusion. We welcome and encourage applications from all individuals who share a passion for AUSTRIA JUICE, regardless of age, gender, disability, ethnicity, religion, or sexual orientation.

CONTACT

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