
Grow with us.

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** with location in **Kroellendorf (Lower Austria)**, respectively optionally **Vienna or Bingen am Rhein (GER)** we are searching for motivated personalities to join us as **full-time employee** as:

Sales Manager (m/f/d)

Your responsibilities

- Sales of beverage compounds and expansion of the AJ market position in this product segment
- Additionally: realization of cross-selling-opportunities for further AJ products, such as fruit juice concentrate, flavors, and fruit wine
- Autonomous, strategic, and operative support of medium-sized and major customers in the food and beverage industry
- Regular customer visits as well as active contract- and complaint-management
- Communication and coordination of customer requests with internal interfaces (R&D, Purchasing, Marketing, Quality, Logistics, Food Law, Production)
- Management and coordination of sales- and distribution-partners
- Representation of AUSTRIA JUICE at product fairs
- Successful new customer acquisitions and presentation of new products and concepts
- Conducting market analysis and deriving strategic and operative measures

Your profile

- Completed professional training or university degree
- Minimum 3 years professional experience as a Key Account Manager in FMCG, ideally in the food and beverage industry
- Passion and interest for food and beverages
- Business acumen, combined with well-founded numerical- and cost-benefit-understanding
- Strong negotiating skills and target-orientation
- Proactive and autonomous way of working with courage to bring in new and own ideas
- Hands-on-mentality
- Affinity for social media is an advantage
- Willingness to travel at 30%, with a focus on Austria and Germany
- Intercultural competencies
- Excellent command of German and English
- Further languages are advantageous

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
- High flexibility regarding the place of work: Vienna, Kroellendorf (both AUT) or Bingen am Rhein (GER) in combination with home office
- Benefits: company car, financial support of your daily lunch, flexible working times, etc.
- Due to legal reasons, we are obliged to disclose the minimum salary according to the collective agreement for this position, which is € 39.135,46 gross per year. However, our attractive compensation package is based on market-oriented salaries.

Apply now!

Passion you can taste.

Kathrin Flatz

Human Resources Manager

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**AUSTRIA
JUICE**