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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** 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 fruit juice concentrate and expansion of the AJ market position in this product segment
- Additionally: realization of cross-selling-opportunities for further AJ products such as compounds, flavors, and fruit wine
- Autonomous, strategic, and operative support of medium-sized and major costumers in 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

### Our offer

- Cooperation in a dynamic company with a very pronounced innovation and pioneer spirit
- Deep-rootedness of the company in Austria, incorporated in a stable, international business environment with plenty of perspectives and development possibilities.
- High flexibility regarding to the place of work: *either Vienna or Kroellendorf*
- Benefits: company car, financial support for the lunch from the employer, 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 € 44.302,72 gross per year. However, our attractive compensation package is based on market-oriented salaries.

### Your profile

- University degree (preferably) or completed professional training
- 5-10 years professional experience as a Key Account Manager, 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 competences
- Excellent command of German and English
- Further languages are advantageous

**Apply now!**

Passion you can taste.

### Markus Huber

Human Resources Manager

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JUICE**