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# Grow with us.

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AUSTRIA JUICE GmbH is one of the most important global players in the food and beverage market and employs approximately 1,000 people at 15 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 department** with location in **Kroellendorf** (Allhartsberg, Lower Austria), we are searching for motivated personality for immediate enter as **full-time-force**:

## Sales Manager (f/m)

### Your tasks

- Responsibility and support of international key accounts in the food industry: Development, sales and promotion of fruit concentrates, flavors, fruit wine and beverage bases
- Independent strategic and operative customer care as well as new customer acquisition within the assigned sales area, including the annual meeting
- Customer support and advice on existing ranges (customer visits, quotation preparation, sampling, coordination of product development)
- Concept development for new products or product adaptations
- Presentation of new products and coordination of customer projects
- Market observation and analysis of market developments
- Organization and customer support during audits
- Monitoring of ongoing customer contracts
- Complaint Management
- Internal communication and coordination of all internal interfaces

### Your profile

- University degree in economics or completed commercial education
- Minimum 3 years of professional experience as a Key Account in the FMCG area, ideally in food industry
- Experienced sales personality with a convincing, competent appearance and sound negotiation skills
- Business acumen and good understanding of numbers
- Excellent communication skills
- Excellent intercultural competencies
- High personal initiative, proactive and target-oriented way of working
- Very good knowledge in MS Office (Word, Excel)
- Very good command of German and English

### Our package

- International business environment with attractive perspectives and development possibilities
- Cooperation in a dynamic team with flexible working times
- Financial employer support of your daily lunch
- Diverse tasks with comprehensive individual responsibility
- Due to legal reasons, we are obliged to disclose the minimum salary according to the collective agreement for this position, which is €37,134.16 gross per year. However, our attractive compensation package is based on market-oriented salaries.

**Apply now!**

Passion you can taste.

**Nadia Talasinos**  
Director of Human Resources

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