

Our group SOLINA (1500 Employees, € 405M turnover, 15 production sites in Europe and locations in 17 countries) imagines, conceives and develops ingredient solutions for food industries. Our vision: « Create Solutions for Tomorrow's Food ».

For the Netherlands (200 employees, 2 plants) we are currently recruiting a

Account Manager B-to-B Meat M/F

Permanent Contract
(Reference AMBTB)

Reporting hierarchically to the Sales Manager and working together with other Account Managers.

Main purpose:

The Account manager B-to-B Meat is in charge for establishing and growing sales in the meat business. He/She will be responsible for obtaining and developing long term key customers by meeting their requirements. You will be able to identify unmet and unarticulated needs to promote our company's solutions and achieve mutual satisfaction. The goal is to contribute in sustaining and growing our business to achieve long-term success in the meat industry with a focus which includes cross selling solutions from within the Solina group.

Responsibilities:

- An excellent strategist whom is able to understand and formalize customer strategy and to find out unmet needs and business challenges and transform this understanding to structured business orientations and into a list of 'sweet spots'.
- Natural team leader with the right level of empowerment to take the lead on customers as well as internally to execute action plans. Should be able to activate the appropriate Solina Stakeholders to execute the chosen strategy.
- Develop trust relationships with a portfolio of major clients to ensure they grow their business
- Acquire a thorough understanding of (key) customer needs and requirements
- Expand the relationships with existing customers by continuously proposing solutions that outstand their objectives
- Ensure the correct products and services are delivered to customers in a timely manner
- Serve as the link of communication between key customers and internal teams
- Resolve any issues and problems faced by customers and deal with complaints
- Aligned with price policy decided by SM to lead yearly negotiations
- Play an integral part in generating new sales that will turn into long-lasting relationships

Profile required:

- 5+ years of experience as account manager in meat related industries
- Meat process awareness
- Has outstanding execution skills
- Drive for results and be comfortable with change
- Expertise in problem-solving and negotiation
- Connected in the meat and savory industry
- Takes initiative, has entrepreneurial spirit, business acumen
- Natural curiosity
- Great passion for food
- Is a team player
- Strong communication and interpersonal skills with attitude in building relationships with professionals of all organizational internal and external levels
- Sales force, Microsoft Office and at ease with social network and other communication tool
- Speaks and writes fluent in Dutch & English.

A challenging role with growth potential in a developing, young, ambitious and dynamic environment.

If you are interested, please send your CV and motivation letter by mail to recruitment@solina-group.nl specifying in the subject line reference **AMBTB**.