

Sales Rep. Nutritional Solutions & Foodservice
Job based in Belgium : Eke
Permanent Contract

Reporting hierarchically to the Foodservice Sales Manager of Solina Belgium, you will operate in the following fields:

Tasks & Responsibilities:

Supported by the local and international teams you will be responsible for the development of a business unit of Food for Special Medical Purposes offering solutions for malnutrition, swallowing problems and finger food, and in a later stage in other foodservice market segments.

Together with your team members, you will help to realize the sales targets of the business unit. You will manage existing customers and you will be responsible for prospects and acquiring new customers in the relevant institutional market segments: elderly retirement homes, hospitals, continuous care and psychiatric care centers.

In cooperation with the technical & culinary specialist, you will organize product solution demonstrations in the customer outlets.

You will build and maintain a working relationship with the sales representatives of the relevant whole sellers distributing our nutritional and other products.

You will interact with the decision makers in the target segments: dieticians, kitchen managers and purchasers. You will also play a role in promoting our nutritional solutions with relevant opinion leaders and you will participate in trade fairs.

Geographically you will operate in Belgium – Flanders area.

Profile/ Competences:

You have a culinary background with knowledge of nutrition or a Bachelor Degree in Nutrition/Dietetics and a strong affinity for sales. You are interested to bounce after a first experience in a sales job.

You have an entrepreneurial spirit, you are hands-on, action oriented and an excellent communicator.

Fluent in Dutch, good working knowledge of French and English are essential.

If you are interested, please send your application by mail to recruitment@solina-group.eu with reference SALNUT.