

Our group SOLINA (1685 Employees, € 450 M turnover, 18 production sites in Europe and locations in 18 countries) imagines, conceives and develops ingredient solutions for food industries.

Our vision: « Creating sensory food experiences ».

As a forward-looking community of food passionate people, we are currently recruiting our:

Future Food Business Development Manager W/M

Permanent contract

Location in Eke (Gent Belgium) - Ref « FFMan »

You report directly to the CEMEA Area Manager, you will operate in the following fields:

Mission:

Define, build and implement the business strategy of the 'Future Food solutions' being developed in the Group (Veggies, Flexitarian offer, Vegan Etc), aligned with global strategy, to capture market growth, gain market share, and create the offer.

Operate in a true start up spirit from our newly created Future food premises in Belgium.

Develop the business within the core markets of Solina Group: Savoury food industry, Food Service and Butchers/Artisans – Motivate and incentive local Sales, Marketing and R&D Teams to develop your products.

Liaise with the Group R&D to build up the future food pipe line of new products.

Interact with all Group departments to create your own business: HR, Production, Marketing, Sales, R&D, finance.

Responsibilities:

Sales Role:

You are in charge of your solutions line and position them in the market in EMEA either directly through targeted key accounts with the help of local sales team, or through local sales team for local targeted accounts.

You organize, entertain and run customer visits in the premises.

Marketing and Business Development role:

You operate the future food business under the leadership of the Group Comex.

You connect with other partners in the industry and establish the best position for our Group in the value chain – you make the strategy proposal to the Group Comex.

You set up and implement branding strategy – create segment strategy and competitive analysis.

You are in charge of the Sales performance and contribution (and Ebitda in case of high moisture extrusion products) of "the Future Food Solutions"

You are responsible for the Business line reporting (monthly, quarterly and Business Planning / Budget), establish budget and control results.

Application Unit:

In tight coordination with the local Belgium team, you streamline business priorities to ensure the effectiveness of the pilot plant (High Moisture Extrusion) located in Belgium.

Profile required / Competencies:

- Education: Degree in engineering and / or PhD – Business school Masters
- Experience: at least 8 years of successful experience in the Food industry with mostly customers customized products and a high degree of flexibility in service as well customers being mostly national and mid-size enterprises.
- Skills and Key competencies:
 - In-depth knowledge of marketing, business-oriented and results-driven
 - Leadership – ability to lead a cross functional team in multi-cultural environments, set a vision, ability to act, convince and perform in matrix organizational structure
 - Great communicator, energetic and creative skills
 - Ability to identify and articulate value drivers for key customers and strategically position
 - Being able to effectively influence, to make decisions and ability to articulate and defend strategic insights and solutions
 - Fluency in English
 - Travelling is essential for your job (50% -70 % of the time).

IF you like Food & Innovation - Join our growing community and send your application by mail to recruitment@solina-group.eu specifying in the subject line reference 'FFMan'.