



Exter is a progressive organisation in the food industry. We produce high-quality savoury flavourings for application in food products such as snacks, meat substitutes, ready meals, soups, and sauces. Our products are sold to food producers worldwide.

We are focussed on our customers from our 6 regional sales offices located in Zaandam, the Netherlands; Bangkok, Thailand; Shanghai, China; Manilla, the Philippines; Jakarta, Indonesia; Montreal, Canada. And we are opening a sales office in Africa.

These sales offices are closely linked to our Regional Product Development Centres and our Production locations in Zaandam and Bangkok.



# Senior Sales Manager (Zaandam)

## Your Challenge

In the role of Senior Sales Manager, you are responsible for driving the business growth and market development in the assigned markets in line with the Exter strategy.

## The main duties and responsibilities of the position are:

- Establishing and developing long-term customer relationships to maintain existing business and develop new business.
- Managing distributor networks.
- Researching and monitoring
- Active commercial approach to customers with propositions.
- Proactively identify issues and opportunities.
- Participating in cross functional meetings.
- Analysing sales data and create reports.

In this position you be based at the head office of Exter in Zaandam, the Netherlands.

## Your Profile

- At least 10 years proven (technical) sales experience in the food industry.
- Bachelor's degree in food science or equivalent food related experience background, background in savoury taste and flavour would be beneficial.
- You understand the application of food ingredients and can listen to the voice of the market and translate this into action.
- Capable to evaluate the sensory properties of ingredients and customer products by using flavour/ culinary language.
- Good connection with food manufacturers, seasoning houses and possibly distribution networks.
- Ability to work with people from different levels of the organisation and cultures.
- Ability to organise work, prioritise and be decisive.
- Customer oriented, open-minded personality, logical thinker, and interested in creating business.
- Excellent presentation skills.
- Proactive towards challenging new things.
- Fluent in English and another European language is required.
- Willingness to travel.

## What we offer

- Working in a dynamic and innovative international environment.
- A laptop and mobile phone.
- Space for professional development and training.
- A competitive salary appropriate to your experience.
- 30 vacation days.
- A bonus scheme.
- Your own contribution to the pension scheme is only 5%.
- Travel allowance of € 0,23 per kilometre, or full reimbursement of public transports travel costs.
- Bicycle plan.
- Regular fun staff events.

## Interested ?

Please send your CV to [jobs@exter.com](mailto:jobs@exter.com)

*This is in alle smaken*