

# **International Sales Manager**

## **IQI Trusted Petfood Ingredients**

IQI Trusted Petfood Ingredients is a global provider of high-quality ingredients to premium pet food brands. The ingredients are created based on natural by-products of the food chain.

### **For whom?**

IQI continuously searches for new, innovative ingredients for pet food applications. With your strong personality you know how to make international connections with potential partners. As a pro-active Sales Manager, you know how to create new business and opportunities with existing customers. The purpose? Building long term commitments through creation of strong partnerships.

### **What will you be doing?**

As Sales Manager you are one of the faces of IQI within the international markets and responsible for generating business. (Potential) customers are located all over the world, with a focus on Europe within this position. You have the necessary experience and seniority to know how to generate business with different types of accounts. You have strategic thinking skills, as well as the ability to implement. You are a key link for successful new product launches and through your experience you can play a leading role in this.

In short, a wonderful position where you are given plenty of freedom to do business in your own decisive way and make an important contribution to realize the ambitions of IQI. IQI is looking for someone who considers sales as a profession and understands that IQI's value proposition needs selling. The focus is on providing customer solutions building an intimate customer relationship.

Tasks and responsibilities:

- Develop long term customer commitment and relationships
- Develop and implement an annual sales plan
- Responsible for identifying and approaching potential new customers
- Expand current customers and optimally maintain relationships
- Thinking strategically with the customers and identifying opportunities for the customers of IQI
- Translating customer demand to the internal IQI organization

### **The offer**

A wonderful position in which you operate within the international network. IQI is an organization with a good working atmosphere, short lines of communication, and plenty of room for personal development. You will work directly with a number of super experts in the field of sourcing, sales, innovation, and marketing. And, as a result, you will be able to develop quickly. The reward will be a nice package of employment:

- Good salary
- Bonus scheme
- Company car
- Pension plan
- Laptop/mobile phone
- Travel allowance
- Training and study facilities

**Candidate profile**

- Minimum university degree
- Minimum of 5-8 years of relevant work experience
- Good knowledge of the international specialty ingredients and/or affinity with the pet food market
- Expertise in the field of pricing in combination with revenue models
- You have good language skills: English and German are an advantage
- Willingness to travel (30-35 percent)

**Competencies:**

- Commercial leadership and relationship builder
- Methodical and structured approach
- Ambition and potential to grow with the rapidly developing organization
- You are a good and creative negotiator and you are always looking for a win-win situation
- Good sense of different cultures
- Enterprising, strategic, creative, and commercial

**Work location**

Amersfoort, The Netherlands

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