



YOUR CAREER UPGRADE

AGRANA Starch is operating at 5 locations in Central and Eastern Europe and is a top manufacturer of customer-specific starch products and bioethanol in Europe. We offer an excellent working atmosphere in a dynamic team and give you the opportunity to get involved in challenging international projects as part of an Austrian company.

AGRANA Starch located in Gmuend is a leading producer of infant formula, follow-on formula and baby food in organic quality. Our children deserve the very best: Therefore we use high-quality starting materials, careful processing and top-quality standards to guarantee the wholesomeness. Do you want to be part of the success story? Then apply for the job located in Gmuend or Vienna as

Sales Manager (m/f) - Infant Nutrition

Tasks:

- You will support our existing customers and develop new markets
- You help identify new opportunities and develop new prospects into top accounts
- You contribute to business planning and budgeting/forecasting procedures, in particular monthly S&OP processes, with clear customer demand and development plans
- You develop clear proof-of-concepts for new projects and ensure timely delivery of agreed milestones to successful completions
- You will accompany internal production trials and supervise large-scale technical trials at the customer's site
- You act as interface between other internal departments (QA, Production) and you take care of customer related matters
- You represent our products at fairs and events

Requirements:

- You have a Bachelor- or Master-degree in product or project management, food technology, biochemistry or similar education
- You have 4+ years work experience in sales or key account management in infant nutrition or food & beverages industry
- You feel comfortable with regular travel to client sites, conferences and trade events
- You speak fluent German & English
- You are structured, able to set priorities and you implement and live clear communication
- You describe yourself as assertive and a teamplayer
- If you feel familiar with food safety, organic certification and regulations, would be a plus

Offer:

- You work with an international, forward-thinking and result-oriented team
- You have space to bring in ideas for new business opportunities
- We offer flexible working hours, team events and further education
- We offer a company car as part of your contract
- The minimum gross salary for this position is € 3,000. However, depending on the specific professional experience we offer an attractive market-oriented salary and compensation package

Have we caught your interest? Then we look forward to receiving your application online on:

WWW.AGRANA.COM/HR

Contact Person:

Ms. Monika KLOIHOFER

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