

## EMPWR – International Sales Manager

### International Sales Manager

As International Sales Manager, you become *commercially responsible* for some existing key accounts, while you build new partnerships with key prospects in Europe.

#### Key responsibilities

- **Strategic Account Management:** Forge and cultivate a strong relationship with their key accounts, understanding their business needs, goals and match those with the EMPWR goals & capabilities in a win-win spirit. Linking needs of customers with internal processes and capabilities.
- **Product Lifecycle Oversight:** Assist the customer in managing their product portfolio, pro-actively initiating the right innovations and closely monitoring new product developments in accordance with briefings, budget and timelines.
- **Cross-functional collaboration:** Work seamlessly with R&D, Supply Chain, Quality and other relevant departments to ensure a cohesive and comprehensive response to the customer's needs.
- Responsible for updating short- and long-term sales **forecasts** and reports for your customers.

- Ensure **customer satisfaction** and **retention** through excellent service and support. Strive to exceed customer expectations. -
- **Negotiate** and close deals (pricing, lock-in contracts, liabilities, ...) to meet revenue targets.
- **Detect**, select and acquire valuable **new customers**.

## Your Profile

- You obtained a master's degree (or equivalent by experience).
- You have proven experience in commercial management, account management, product management, or a similar role within FMCG, with a track record in private label management (>5 years experience).
- You have a commercial attitude and strong negotiating skills, able to constantly think in terms of results and client satisfaction, ambitious to grow the European market.
- You are a true **hunter** – someone with a proactive mindset, driven to seek out new business opportunities, and eager to take ownership of client development across international markets.
- You demonstrate excellent organizational and project management skills.
- You have strong communication and interpersonal skills, capable of building strong relationships with clients and collaborating effectively with internal teams.
- You have strong analytical and problem-solving abilities, with a focus on delivering practical and timely solutions.
- You have an entrepreneurial drive to implement relevant new or improve existing procedures within EMPWR or towards the customer.

- You are in-synch with the latest nutrition trends.
- You are fluent in **Dutch & English**.
- You are flexible to travel.

## **What's in it for you?**

An autonomous position with a broad range of responsibilities within an internationally strong-growing and dynamic company with an excellent reputation and a strong brand.

- A vibrant and entrepreneurial environment with focus on growth, health and sustainability.
- Motivating salary package and a number of fringe benefits in line with your added value. We offer bike leasing!
- Our office is easily accessible by bike, public transport & car. We are located in the Blue Towers in Ghent; close to the E17 and E40.

**Join us and help shape the future of healthy snacking!**

<https://www.empwrnutrition.com/>