

International Sales Manager Central Europe

As an International Sales Manager, your main focus will be on market development in Central and Eastern Europe. You will conduct market research, identify high-potential brands, build partnerships and close deals, while also taking over the management of some existing customers in the region.

You are the co-pilot for the international commercial strategy and create growth opportunities for EMPWR.

Key requirements:

- **Strategic account management:** Forge and cultivate a strong relationship with 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

- First experience in commercial management
- Proven experience in account management, product management, or a similar role within Food industry
- Strong communication & interpersonal skills
- Strong analytical & problem-solving abilities, with a focus on delivering practical & timely solutions
- Entrepreneurial drive to implement relevant new or improve existing procedures within EMPWR or the customer
- In-synch with the latest nutrition trends
- Fluent in Dutch & English. German is a plus!
- Flexible to travel

What we offer

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.
- 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/>