

EMPWR – International Sales Manager Central Europe

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/>