

11105 - Industry Vertical Leader - Food & Beverage

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Company: SUEZ - Water Technologies & Solutions

Location: Belgium

Category: other-general

Industry Vertical Leader EMEA - Food & Beverage (F&B)

You can be based in any of the following locations : Belgium, Austria, Germany, Spain, France, United Kingdom, Ireland, Italy, Netherlands, Poland, Portugal, Sweden, Switzerland, Denmark, Hungary, Norway, Finland

Could you be part of our innovative, solutions-based sales team at the service of the Food & Beverage sector?

The Food and Beverage industry generally uses high energy and water consumption, producing high volume waste.

Veolia WTS works with customers across Food and Beverage, and has a strong history of providing innovative solutions to the industry.

The Food & Beverage Industry Vertical Leader will define the commercial strategy and deploy it across the region.

Working in a team of Vertical Leaders across other sectors, you will report into the Industry Verticals Sales Team Leader, collaborating regularly on your work, successes and challenges.

What are the day to day duties?

Defining your sales strategies in Food & Beverage

Identify customers/applications across Food and Beverage

Coordinate a focused strategic selling campaigns

Understand your market trends & drivers and what offerings and in the market

Develop sales packages, share best practices, references, case histories

Define growth potential, sales strategies and business plans with the Commercial Leaders

Drive campaigns

Report and launch NPI New Product Introduction and NTI New to Industry opportunities

Work closely with Product Management Teams and Applications Solutions Architects to create differentiated offerings

Join key customer/prospect meetings and support until closure

Attend executive reviews

Deliver Industry training for account managers

Raise Veolia WTS brand awareness by organising seminars, customer roadshows, webinars on LinkedIn

Attending International Conferences

What skills and experience would be ideal in this role?

Solid Food & beverage industry experience in sales and marketing for equipment and/or services

Excellent knowledge of the regulatory framework of the industry,

Good skills in sustainability trends and economic performance

Deep understanding of the different subject industry manufacturing processes and critical performance indicators

Excellent quantitative, analytical, problem solving skills

All round great communicator with interpersonal, presentation, influencing skills

Comfortable in a multinational matrix organisation

Ability to solve practical problems and deal with a variety of variables

Self-motivated, and able to drive projects to completion with minimal oversight

Unyielding dedication to deadlines

Comfortable in situations where only limited standardisation exists

Highly committed to team spirit

Strong customer focus

Willingness to travel regularly

Understanding of VWTS products, services, technologies and applications - or from Food and Beverage background

Strong commitment to Ethics & Compliance

Strongly aligned with Veolia's Purpose and values

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