

Inside Sales Account Manager, Food Colors EU (German speaker)

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Company: Sensient Technologies

Location: Leuven

Category: computer-and-mathematical

At Sensient Technologies, we are experts in the science, art and innovation of color and flavor. We are market savvy and visionary. We are problem solvers.

At Sensient, your individual performance will be rewarded with unlimited earning potential! Our **Inside Sales Account Managers** are provided a competitive base salary, uncapped bonus potential and additional local benefits! This opportunity is 100% office based in any of our regional sites (Geesthacht, Saint Ouen l'Aumone, Strasbourg, Milton Keynes, Heverlee, Barcelona, Johannesburg or Istanbul)

What you'll do:

Your mission is to create demand generation with existing and potential customers through a proactive and dedicated approach, mainly via direct telephone/online contact with customers and occasional field visits.

You will focus on initiate and maintain sales and service with existing and potential customers for our Food Colors products with focus in Germany in addition to other European countries.

You will play a key role in qualifying customer information, maintaining a sales pipeline, implementing sales strategies, pricing, preparing quotations, communicating appropriate information to management, and maintaining related records and customer files.

You will bring...

Fluency in English & German required

Successful B2B selling experience that reflects high productivity of measurable results.

A strategic approach to developing and winning business and savvy at selling technical, value-added solutions to a professional audience (ideally in the food industry -ingredients or retail-, chemical or pharma ingredients, etc.).

A bachelor degree along with excellent organization, project management, customer service, and communication skills.

What you'll get:

We offer you comprehensive onboarding and training. This secures a solid foundation to understand the organization and its products, technologies, systems, supporting functions and culture, which enhances your ability to quickly become productive and integrated into the Sensient organization.

We support you in working cross-functionally with our R&D, Commercial, Operational and Service teams.

An excellent salary, benefit offering and development opportunities.

About Sensient:

Sensient Technologies Corporation is a leading global manufacturer and marketer of colors, flavors, and extracts. Sensient employs advanced technologies at facilities around the world to develop specialty food and beverage systems, cosmetic and pharmaceutical systems, specialty colors, and other specialty and fine chemicals. The Company's customers include major international manufacturers representing most of the world's best-known brands.

Sensient Food Colors is a leading developer, producer, and supplier of natural and synthetic color systems for customers around the globe. The Company's high-performance products play a vital role in the manufacture of foods and beverages products.

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