

Sales Account Manager, Food Colors

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Company: Sensient Technologies

Location: Leuven

Category: business-and-financial-operations

When your professional aim is to satisfy customers' needs and create tailor-made solutions to deliver positive customer experience and business growth, the next step in your career is to contact us directly!

It is an exciting time at Sensient, where your individual performance will be rewarded with unlimited earning potential. As a **Sales Account Manager Food Colors**, you will maintain and grow relationships with customers to pursue profitable growth opportunities in assigned customer accounts and new clients in **North Germany**. This position is a home based role in Germany (ideally in the North), or in the borders of The Netherlands, Belgium, France and Poland.

What you'll do:

As a Sales Account Manager, you will have the opportunity to sell our top-shelf, value-added food colors portfolio.

You will be an intricate part of the commercial team, responsible for developing and delivering sales activities to food & beverage accounts across all categories.

You will be given ownership over your sales territory with the ability and expectation to manage and grow your business with existing clients and onboarding new ones. As a part of a dynamic team, you will have internal resources structured to support and ensure your success!

What you'll bring:

Fluency in German and English is a must.

Technical Sales experience in a B2B environment, like in food ingredients, specialty chemicals, or other technical and value added products.

A strategic approach to developing business and winning new accounts along with the drive and passion to win!

Can navigate large accounts and partner with key decision makers for innovative new product development projects, which requires savvy at selling technical, value-added solutions to a professional audience.

Ability to travel regularly across your territory and other EU countries to visit clients, and trade shows.

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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