

Technical Sales Representative - Food H/F

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Company: Kersia

Location: Belgium

Category: other-general

Job details

Group Presentation

Kersia is a world leader in biosecurity and food safety, providing value-added products and solutions to prevent animal and human disease and contamination at every stage of the food supply chain. Kersia operates in more than 120 countries with over 2,100 employees and 35 manufacturing facilities worldwide.

Main Job

BUSINESS - Other Tehcnical & Sales Functions

Job title

Technical Sales Representative - Food H/F

Type of contract

Permanent contract

Job description

As part of our growth and to strengthen our team, we are looking for a :

Technical Sales Representative Food

As a member of the sales team, your main role will be to provide technical support to the food industry.

After an initial period of training in products and methods, you will begin a second period of training in the field, working alongside senior sales staff.

Your day-to-day responsibilities will include :

Identify our customers' cleaning problems and needs (hygiene audits, diagnostics, tests, etc.);

Advising customers on their cleaning plans and product solutions;

Train users on our products and methods;

Propose technical and material solutions based on your advice and expertise;

Write technical reports on visits and report to your line manager;

Expand the existing customer portfolio by developing new business opportunities.

Profile

Bachelor's degree in chemistry / lab analyst or equivalent;

You will have a successful first experience as a sales representative in a similar industry;

You will be dynamic, responsive and committed, with excellent interpersonal skills and a real appetite for challenge;

You are able to work both independently and as part of a team. You are able to manage priorities and are used to working in a constantly changing environment;

You are fluent in Dutch and have a basic knowledge of French and English.

Benefits

Car/laptop and smartphone provided.

Job location

Location of the position

Europe, Belgium

Location

Applicant criteria

Education level

Bachelor's degree or equivalent

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