

Technical Segment Expert Dairy

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Company: IMCD

Location: Belgium

Category: other-general

Technical Segment Expert Dairy

Join our international Food & Nutrition team as our **Technical Segment Expert Dairy** .

Within the Food & Nutrition business, the Segment Expert drives a solution-selling approach in the dedicated dairy segment to promote the ingredients of our leading principals in the EMEA region.

Job location

This position is based in the Food & Nutrition Centre of Excellence in Mechelen (Belgium), a central hub for the EMEA application labs and technical staff. Here we develop trend solutions, application-based expertise, and trainings for the commercial teams.

As our Segment Expert, you...

understand application specific formulation challenges, UHT and dairy market related processing technologies and quality needs, and translate these into trend solution opportunities;

strengthen our segment approach with strong trend and solution oriented technical sales;

are eager to learn by means of hands-on application work, to become an effective sparring partner with the larger customers' R&D teams;

bring technical experts and core competencies together to strengthen the segment expertise, approach and support;

guarantee a project pipeline by providing support to customer key projects through local visits and formulation advise, in collaboration with the commercial team;

develop marketing activities and insightful trend solution concepts, write articles, and build a presence in market relevant institutes, global forums and industry organizations;

coordinate, organize and support the technical training courses for the salespeople and customers within the philosophy of the IMCD Food & Nutrition Academy;

identify gaps in the IMCD ingredient portfolio and assist the international product managers to source appropriate suppliers;

maintain and manage segment specific technical information, tools and platforms;

further develop the strong relationships with the technical experts of the Pan-European suppliers;

support the digital transformation within the business group;

become an active hands-on member of the international IMCD technical team.

Our ideal Segment Expert is...

Inspirational and has an entrepreneurial spirit. They are self-motivated and act on ideas that advance our business. They are reliable, dynamic and enthusiastic.

The Segment Expert Dairy plays a crucial role in IMCD's ambition to become more segment-insights driven by strengthening our expertise and establishing a leading role as a supplier with strong trend and solution-oriented technical sales.

This position requires...

a Master's degree in Food Technology and Nutrition from a top EU Sciences University;

preferably 10 years of formulation experience within the dairy segment;

proven track record in dairy food formulation development and UHT processing;

a profound understanding of the functional role of added value ingredients in applications;

a place of residence in near proximity to Mechelen;

a willingness to spend 30% of your time travelling abroad;

excellent communication, teamwork en cooperation skills;

a hands-on mentality;

fluency in Dutch and English, knowledge of additional European languages is a plus;

fluency in IT applications.

What can we offer you?

In addition to excellent primary and secondary employment conditions, IMCD offers:

An independent and challenging position in a motivated team within an international organization;

Room for entrepreneurship and initiative;

A positive working atmosphere in a financially solid organization;

Training and development opportunities.

About us

We are IMCD. We formulate with consciousness and execute with care. We take our responsibility seriously and play a pivotal role in shaping a sustainable future for all. In over 70 application laboratories, we co-create formulations in full transparency that allow our business partners to make products with a positive or reduced negative impact on the world we live in.

About IMCD Food & Nutrition

IMCD's Food & Nutrition business group has a strong global presence and has seen rapid development in recent years through acquisitions, supplier development, sales growth and expertise development in a network of local application labs and pilot plants. The Food & Nutrition markets are undergoing a significant transition as consumer tastes are changing. This requires IMCD to focus on the right market segments, geographies, principals and customers, which requires data driven decision making and a deep understanding of market trends, applications and processing challenges, and related solutions.

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