

Account Manager

—consumer flavor intelligence

FOODPAIRING® CFI

consumer flavor intelligence

a unique approach that brings actionable insights
to predict your next booming flavor



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About the Foodpairing® Company

—We are a creative foodtech company at heart.

Foodpairing is a market research and information technology company identifying the successful flavour combinations of tomorrow. Through discovering the combination of scientific flavour insights and unique consumer data, we reduce the time to market and increase the success rate of product launches - this can improve enjoyment and the quality of our lives.

Ours is a unique approach to foodtech that utilizes chemistry, physics and data science as a launching pad for the future of food. It's no secret that our food system is out of balance. Global issues such as climate change, sustainability and obesity are directly related to food. By changing the way we eat, we can restore our planet.

Foodpairing strives to be a part of the solution and to become a global leader in the foodtech industry. Our long-term mission is to become the go-to platform for creating unique, fully customizable recipes based on science to promote healthy, sustainable lives.

—Are you ready to be at the forefront of Foodtech?

Responsibilities

- Develop a corporate focused sales activity based on the leads qualified by our marketing team
- Tailor the sales approach to the DNA of our customers
- Increase our sales by understanding our clients strategic priorities and issues
- Develop all actions for a proper development of the opportunity; shape the customer project together with project management, engineering and data scientists.
- React effectively on upcoming trends (Innovation)
- Cooperate with international companies from a local working place

Your competencies

- Analyse and align with the needs and desires of customers in the domain of business intelligence and market research for flavours
- Organize, execute and negotiate sales deals , including contract positioning, forecasting and project hand-over
- Execute sales activities in an entrepreneurial and efficient way
- Creating and conceptualizing new solutions by strategic thinking
- Be able to interact and present on executive level with the right communication attitude;

About the Candidate

- Bachelor of Science/ Arts or Master degree
- 3-5 years working experience; min. 2 years in sales
- Knowledge about Customer Relation Management (CRM)
- Knowledge about Business Intelligence through data is a plus
- Basic IT competencies

In some cases, we offer trainings!

Foodpairing® offers & advantages

- Working in a passionate team at the highest level of creativity and focus on people's strengths and passions
- A global company with customers in all continents; employees get international experiences and can work on several projects such as workshops for clients and content creation for blogs and social media
- Long term contract with an attractive salary and extra compensations for transport, eco cheques and tasty food
- Working in a company-culture with ownership, self-responsibility and accountability
- Being part of a young, flexible dynamic team of a chef, scientists, marketing, sales and more

—Join our team! We can offer you a successful and rewarding career in an award-winning start-up.

Apply now

Send your motivation letter and resume to us. State how you want to contribute to our company.

—<https://foodpairing.typeform.com/to/B4GOkA>