



## **Internationaal Accountmanager Juice, B2B**

***Do you want to work in an international and yet in a familiar environment? Do you have knowledge of the juice and / or IQF industry? Then this is the job for you!***

### **Your work:**

As International Account Manager Juice you are responsible for managing our existing customers and recruiting new customers in Europe. You determine the strategy and the (price) policy and you are the contact person for all "wet products" such as the cranberry and blueberry juices and concentrates. The management and our extensive CRM and KAM system support you with this.

You work independently, at the same time you are part of our well-functioning sales team (for dry products) and are supported by a strong supply chain and quality team.

### **Your tasks include:**

- Partly determine the marketing policy, including strategy and tactics
- Building, maintaining and expanding relationships with (potential) customers.
- Capture activities, tailor quotations and ensure correct follow-up with our modern SAP Business One software.
- Provide customers with information about this special product group.
- Visits and participation in international food fairs.
- Tailor-made customer visit.

### **Why you?**

- You have a completed HBO education in a commercial or food technology direction.
- You have at least 5 years of B2B sales experience in juice and / or IQF in an internationally operating company.
- You feel at home in a Microsoft Office365 environment and are familiar with CRM software.
- You are communicative, service-oriented and commercially oriented.
- You master the English and Dutch language both orally and in writing.

### **What do we offer?**

- A fun, varied job at an international and professional company.
- Salary depending on education and experience.
- Full-time job (40 hours per week) with a prospect of permanent employment.
- A pleasant familial working atmosphere.
- We are located in Lelystad and this is easy to reach traffic free from Utrecht, Amsterdam and Zwolle.

**Do you want to join our team? Please send an e-mail with motivation and resume to [HR@berricofood.com](mailto:HR@berricofood.com).**

### **Over ons:**

Berrico FoodCompany bv (2001) is a family business and specializes in special berry products such as cranberries, blueberries, cherries, goji berries and physalis, which are sold throughout Europe in dried, frozen, juice, concentrate, puree or powder. We also sell other superfoods such as chia seeds, hemp seeds and sunflower seeds, all conventional and certified organic. The products are delivered in bulk to the beverage and food industry and the wholesale trade. Berrico is BRC and IFS certified and a member of Skal. The total team consists of twenty people.

\* Acquisition as a result of this advertisement is not appreciated \*