

Regional Sales Director North Europe

About the job

Your main goals:

- Define the regional sales strategy and policies in accordance with Regional Vice President and Group strategy.
- Define the regional sales budget and ensure achievement of sales objectives through effective leadership of the local sales teams.
- Identify new opportunities, both with existing clients and new prospects, in line with business objectives.
- Build and maintain strong, long-term relationships with a diverse customer base.
- Provide advice, technical support, and training—even post-sale—by collaborating with the relevant internal departments.
- Monitor target markets and competitors and prepare effective action plans.
- Plan and organise your monthly activities and customer visits in line with your objectives.
- Prepare monthly activity reports and regional sales forecasts.

Education and experience:

- Bachelor's or Master's degree in Business, Economics, or a scientific discipline.
- Minimum 10 years of experience in a similar role within the flavour or food ingredients industry, with a proven track record of success.

Skills:

- Substantial experience with leading sales teams and new business development;
- Strong customer focus, result-driven, structured, and detail-oriented;
- Excellent problem-solving and analytical capabilities;
- Skilled in managing stress and multitasking;
- Strong communication, interpersonal, and negotiation skills;
- Team player with an open mindset and ethical approach;
- Proficient in CRM systems and SAP;
- Fluent in German and English; additional languages are a plus;
- Willingness to travel.

Work Area

Primarily working in Germany with frequent attendance to sales meetings in the North European region. Hybrid working, home office with regular visits to our sites in Schoten (BE) and Zwartsluis (NL). Occasional travel to other sites in Europe and business partners abroad.

Interested?

- Send your CV and motivation letter to migel.fernandez@nactarome.com.

NACTAROME S.P.A.

Sede Legale: Via G.B. Pirelli 30, 20124 Milano (MI) ITALY - Cod. Fisc. e P. Iva 10531780962

Uffici di rappresentanza: Via G. Rossa 10, 20863 Concorezzo (MB) ITALY - Tel: +39 039 5169 601 Fax: +39 039 5169 672
R.E.A MI-2538639 - Capitale sociale Euro 2.091.254,00 i.v.