

Senior Sales & Account Manager (worldwide B2B) (32-40 hours)

Winclove Probiotics is currently hiring an experienced and entrepreneurial senior Sales & Account Manager who is familiar with an international B2B environment. Are you passionate about taking optimal care of customers? Do you know what they need better than anyone? Do you have great affinity with products that help improve quality of life, such as probiotics, apart from having knowledge and experience in life sciences? And are you looking for a job within an ambitious, family-owned business with great colleagues? Then this job is for you.

Responsibilities and tasks

The senior Sales & Account Manager will be part of the internationally operating Sales team. It is a dynamic, diverse job, both hands-on and strategic. Your core tasks will be:

- Relationship management and generating new business (acquiring, maintaining and building) long-lasting commercial collaborations with international business partners, as well as organizing and strengthening existing relationships in order to realize commercial goals.
- Drafting yearly sales and account plans, together with a multidisciplinary team. You will be responsible for obtaining the targets set in these plans.
- Negotiating commercial agreements with business partners, joint responsibility for the gross margin, and making sure all agreements are fulfilled.
- Working together closely with colleagues from different departments to interpret our customers' needs in order to optimize internal processes, serve our customers even better and maintain customer satisfaction.
- You are the strategic partner for the relevant stakeholders of our customers, as well as the Sales and Marketing departments.

Profile / skills

The senior Sales & Account Manager we are looking for has experience with worldwide sales as well as the development of new business in the life science and B2B environment. You are a team player, energetic, enthusiastic, ambitious, positive, excellent in relationship management, and able to expand on our existing customer portfolio. The following diplomas and competencies apply to you:

- Bachelor's/Master's degree in Sales, Commercial Business, Management or Health&Nutrition (focus on probiotics). A diploma in Food Technology is an advantage.
- At least 5 years of relevant experience in an international B2B-job.
- Knowledge of and experience with the development of new business.
- A good command of Dutch (business) and English, both spoken and written. An additional command of French, German or Spanish is an advantage.
- An entrepreneurial eagerness to establish contact and acquire new business partners in various cultures and countries.
- Commercially and service driven; able to translate customer specific questions into (medical) education or marketing services compliant with our product portfolio, as well as proactively offering support in a product-technical and scientific sense.
- Continuously looking for and creating opportunities; you get your energy from international travel and visiting customers.
- Flexible, decisive and implementation oriented; you get things done in various international markets.

- Strong focus on market knowledge and general (market) development.
- Proven track record in negotiations and sales skills.
- Strong communication skills and capable of working in multidisciplinary teams.

Who we are

For more than 25 years Winclove has been specialising in the development and productions of premium probiotic formulations which improve quality of life, in collaboration with business partners, universities, research institutes, and university hospitals.

Winclove Probiotics is a genuine family owned company, with a focus on collegiality, professionalism and proactivity. The atmosphere is open and informal, and our employees are given all the space they need to further develop their talents. Furthermore, Winclove is highly socially engaged, and was rewarded earlier this year by MKB-Nederland (SME-Netherlands) with the title of *'Most socially engaged company of Amsterdam-Noord'*.

You will be working in an ambitious work environment, will receive a competitive salary, and will get the opportunity to attend trainings or take courses. For this job, you will travel regularly; flexible working hours are therefore inevitable. We shall do our utmost to maintain an optimum work-private balance, for example by enabling working from home.

How to apply

Does this profile apply to you, and do the vacancy and company culture appeal to you? Send your resume and letter of motivation to Germaine van Wel (HR-manager) at G.vanWel@winclove.nl. Please include an up-to-date list of references, as this will be part of the selection procedure. We are looking forward to your application. All applications received will be handled with strict confidentiality.