

Chr. Hansen is a global supplier of ingredients for food and health industries. They develop natural ingredient solutions such as cultures, enzymes, colors and functional systems, which are used in the food, pharmaceutical, nutritional and agricultural industries.

Chr. Hansen is the world's leading supplier of dairy cultures for the global food industry and the dairy cultures represent two thirds of their total turnover.

Chr. Hansen is looking for an **Area Sales Manager Dairy**, who will function as a professional specialist, a product manager and a sales manager at the same time.

Responsibility:

- generating sales with existing and also with new clients (dairies)
- advising the clients in details on how to use the products (hands on cooperation, testing the products directly at the production facility)

Success criteria:

- The effective and professional development of client relations with relevant staff on all levels at client companies.
- The development of new clients and expansion of product program bought by the individual clients.
- The overall development of the image and position as experts of Chr. Hansen on the Czech market
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Candidate profile

- The right candidate will hold a university degree within food technology or food/bio chemistry
- English on a good communication level
- Practical experience from a dairy production (The candidate may as well be fresh from university, though will have some practical work experience gained through his or her studies).
- Good communication skills, must be ready to build relations with clients
- Ability to work independently and manage his/her own agenda

Place of work

The company will provide a home office, but the candidate will practically be on the road four days a week visiting clients.