



Our client, **d'Arta Group** is a reputed Belgian family company, founded in 1988, that has grown into a global player in the development, processing and commercialisation of fresh frozen products such as vegetables, fruits, herbs and ready-made (side) dishes. Strengths of the group are a family-centred framework with short decision-making processes, professional employees and a high-quality customer service and flexibility in a fast evolving market. It is in the group's DNA to keep investing in people, production technology and product innovation. **d'Arta Group** exports over 5.000 products to more than 70 countries. They currently employ approx. 1.000 people in 5 production plants in Belgium (HQ), the UK, Portugal and Italy.

**d'Arta** works together with more than 600 farmers and the group fosters long-lasting collaborations built on mutual trust, respect and transparency with each and every one of them. **D'Arta Group's** leading position is based on their integral quality assurance approach, which is built around four pillars: systems, infrastructure, machinery and people. A focus on these pillars and continuous pursuit of improvement and innovation enables the group to cope with the increasingly strict legislation in terms of food safety and the ever-increasing demands from customers.

To further strengthen the European Sales & Account Management team, **d'Arta Group's** has an exciting career opportunity available for a talented :

## Regional Sales & Account Manager Germany Wholesale & Food Service Industry

### MISSION

- After a training and introduction period you will be responsible for fostering strong relationships with existing key accounts, distributors and trade partners in the Food Service industry nationwide.
- In addition you will drive growth and expand market share by identifying new business opportunities taking into account market trends, competitor analysis and customer needs.
- By personal contacts and during regular on-site visits you will introduce new products and provide tailored solutions that meet specific customer requirements.
- You will attend and participate in various events and tradeshows that offer an important platform for presenting the company's wide range of products to prospective customers.
- You are supported by a dedicated backoffice and inside sales team and you will work closely together with e.g. Marketing and R&D departments in HQ to ensure high customer satisfaction and a smooth customer experience.
- Together with the European Sales Management you will develop and implement sales strategies and initiatives to achieve revenue targets and maximize market penetration.

### PROFILE

- We are looking for a dynamic and high-impact candidate with a successful (key) account and/or sales experience, preferable in the Food Service industry or related sectors.
- You ideally have strong affinities with food products and a solid understanding of trends, innovations and customer demands in the Food Service sector.
- A culinary background is an advantage but not mandatory.
- Above all you are an assertive, open-minded, dynamic and resourceful professional with very good networking and communication skills.
- You are empathic, authentic and able to deal with all levels at customer accounts.
- You are persuasive and talented in giving presentations and closing transactions.
- You are autonomous and full of initiative.
- You have strong business acumen and a real commitment to achieving goals and results.
- You are fluent in German with a good command of English
- In this field based position you will operate out of your home office with frequent travel all over Germany and occasional visits to HQ in Belgium.



### OFFER

**d'Arta Group** offers an attractive income package with company car and benefits according to your contribution to the ongoing development and success of the company. You may look forward to attractive long term career opportunities.

### INTERESTED ?

Send your application letter and CV to **Search & Selection** for the attention of Mr. Marc Van Beethoven : [m.vanbeethoven@searchselection.com](mailto:m.vanbeethoven@searchselection.com).

You can also register on-line on our website [www.searchselection.com](http://www.searchselection.com) and apply directly for this vacancy by following reference number : 14819.



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