



Our client, **Darta 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. **Darta Group** exports over 2.000 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. Recently the group has further expanded its European presence and footprint with the opening of a sixth plant in Spain.

Darta works together with more than 850 farmers and the group fosters long-lasting collaborations built on mutual trust, respect and transparency with each and every one of them. **Darta 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 strengthen the European Sales & Account Management team in Belgium, **Darta Group** has an exciting career opportunity available for a talented :

Key Account Manager UK

Retail Channels & Food Service Industry

MISSION

- You will be responsible for developing and managing strong commercial relationships with key retail and foodservice customers in the UK, ensuring long-term partnerships and increasing business value through proactive account development and strategic initiatives.
- You will identify growth opportunities across product categories, expand the portfolio through category management and gap analyses, and introduce innovative solutions aligned with evolving customer needs, consumer trends and market developments.
- Through regular on-site visits in the UK, active customer engagement and close collaboration with internal teams (Sales Support, R&D, Marketing) as well as interaction with the UK commercial field team, you will ensure an optimal customer experience, promote new product launches and drive sustainable volume growth.
- Reporting directly to the UK Commercial Manager you will contribute to the commercial strategy for the UK market, while also having the opportunity to progressively expand your responsibilities to other regions over time.

PROFILE

- A commercially driven and customer-oriented professional with relevant experience in account management or sales.
- Strong interest in the food industry, retail channels and product innovation, with the ability to understand customer requirements and translate them into commercial opportunities.
- Familiarity with the UK market and culture is an asset; international mindset and the ability to build trust with stakeholders at all levels.
- Sales experience within retail or foodservice channels is a significant plus and will be considered favourably.
- Proactive, entrepreneurial and hands-on, with excellent interpersonal and communication skills to build strong relationships both internally and externally.
- Strong analytical capabilities combined with a results-oriented attitude; able to work autonomously while collaborating effectively with cross-functional teams.
- Willingness to travel regularly to the United Kingdom.
- You are fluent in English with ideally a strong practical knowledge of Dutch.



INTERESTED ?

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

You can also register on-line on www.searchselection.com and apply directly for this vacancy by following reference number : 16457.

OFFER

- A challenging commercial role within a dynamic, innovative and customer-focused international family business with strong growth ambitions and short decision lines.
- An entrepreneurial environment where you can make a real impact and contribute to the further expansion of the UK market, with the possibility to take on broader international responsibilities over time.
- A competitive compensation package with attractive fringe benefits, aligned with your experience and contribution.
- A supportive culture that encourages initiative, collaboration and professional development.
- Opportunities for long-term career growth within a company that continuously invests in people, product innovation and sustainable success.

