



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 further expand and deepen relationships with leading European retail chains, **Darta Group** is now recruiting for its HQ in Belgium a dynamic and strategic :

Key Account & Sales Manager Europe Retail Channels

MISSION

- Based at the company's HQ in Belgium and operating across continental Europe, you will be responsible for driving commercial growth, developing strategic relationships and expanding business with leading European retail chains.
- A key focus of the role is the promotion and sales of value-added frozen food solutions, tailored to local consumer preferences, category requirements and evolving trends in health, sustainability and convenience.
- You will manage and develop existing key accounts while actively identifying and acquiring new retail partners, using category management insights, gap analyses and customer-specific strategies to drive sustainable growth.
- Together with internal teams including R&D, Sales Support, Quality and Logistics, you will coordinate customer projects from concept through to full commercialisation, ensuring seamless execution and maximum customer satisfaction.
- You will represent the company during client visits, category reviews, international trade shows and industry events throughout Europe, acting as an ambassador for the brand and its innovative frozen product portfolio. You will report directly to the CCO in Belgium.

PROFILE

- A commercially driven professional with experience in sales and/or key account management within the food or FMCG sector.
- Proven familiarity with the major European retail chains, including their private label strategies, category management processes, pricing policies and the differing consumer expectations and tastes across European markets.
- Strong interest in product innovation and value-added food solutions, with the commercial insight to translate customer needs into tailored proposals.
- Excellent interpersonal, communication and negotiation skills, able to build trust-based relationships with stakeholders across multiple countries and cultures.
- Entrepreneurial, proactive and analytical mindset with a strong drive for achieving results.
- Fluency in Dutch, English, German and French is required; knowledge of Spanish is a strong advantage.
- Willingness to travel extensively across continental Europe.



OFFER

- A strategic commercial role within a dynamic, innovative and internationally expanding family-owned company.
- A competitive salary package with attractive fringe benefits, aligned with your expertise and contribution.
- The opportunity to make a visible impact in a hands-on environment characterised by short decision-making lines, a strong investment in innovation and a real entrepreneurial spirit.
- An international scope with regular travel and direct exposure to Europe's leading retail organisations.
- A supportive culture that encourages initiative, fosters collaboration and provides genuine long-term career development opportunities.

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 : 16458.

