



OTC ORGANICS

WE'RE LOOKING FOR A SENIOR ACCOUNT MANAGER RETAIL

Do you have what we're looking for? Apply today!

In order to strengthen our team at our head office in Dronten
(The Netherlands), we are looking for a
Senior Account Manager Retail for the DACH region and the
southern European market as soon as possible.



JOIN OUR COMPANY!



Global agricultural resources are not growing and the world population is increasing. In addition to the constantly growing requirements for traceability and product safety by the European food retail trade. This is the reason why we decided years ago to start our own production, fixed contracts with our producers and sustainable partnerships with exporters.

From Trading to Farming

Today we have a production network in South Africa, South America, the Caribbean and the Netherlands. This own network enables us to control the entire supply chain from planting to the end customer according to the specifications of the organic requirements of our customers. Organic experts with a conscience!

Our constant growth as the BIO company in DOLE plc. Group offers us many opportunities to open up new sales channels internationally and to serve them sustainably with organic products. In order to fulfill this task and to strengthen our team at our head office in Dronten (The Netherlands), we are looking for a **Senior Account Manager Retail** for the DACH region and the southern European market.

Your Responsibilities:

- Sales of the product range (organic fruit and vegetables) to the allocated market areas.
- Maintain intensive contact with customers and visit them regularly.
- Understand and react to new trends.
- Analyzing the market and its developments continuously.
- Responsible for the seasonal planning process in line with the customer's request.

What you need to succeed:

- Works independently and in team environments in order to achieve personal and team goals.
- Ability to think strategically on an international base.
- Excellent communication and interpersonal skills with an aptitude for building strong client relationships.
- Operates with optimistic tenacity and a client-first approach.
- A completed (commercial) education preferably: towards Agri, Commercial Economics or International Trade.
- Knowledge of the agricultural sector and/or FMCG is an advantage.
- Professional fluency in English and German is required.
- Knowledge of the French/Spanish language is an advantage.
- Willingness to travel internationally.

We offer:

- A challenging and responsible position in a dynamic work environment.
- An enthusiastic team with committed colleagues.
- Training & education that match your needs.
- Competitive salary package align to the function.

We look forward hearing from you!

If you have any questions, you are welcome to contact sollicitaties@otcorganics.com. Otherwise please send us your application and CV as soon as possible. A competency measurement is part of the application procedure.

Acquisition as a result of this vacancy is not appreciated