Company Profile

We are one of the most innovative companies in the field of specialty raw materials, distributing exclusively leading global manufacturers of ingredients, designed, patented, produced and addressed to the Industry of Food, Cosmetics, Pharmaceuticals, Food Supplements, Detergents & Winery. We are actively looking to enrich our sales team (based in Pefki, Athens) with an enthusiastic, persistent and creative **Area Sales Manager for the Food Industry**, willing to contribute to the company’s vision and success.

Job’s Requirements:

* Executing strategies to achieve sales targets
* Traveling to potential and existing customers within an assigned sales area to present company offerings and build awareness.
* Promoting and selling specialty ingredients intended for the **Food Industry**
* Provide our customers with general & specific information, as well as technical support regarding our product portfolio, relevant applications, documents and presentations
* Implementing a sales management process to assist the sales team in identifying and prioritizing key customers and prospects.
* Developing the sales of our demanding Portfolio through existing Customers, maximizing Sales opportunities
* Identifying potential Customers and enhancing our Clientele, while developing and maintaining positive and close working relationships with them

Main qualifications:

* Bachelor Degree in **food science, agriculture, chemistry, chemical engineering** or related field
* Master’s Degree in a relevant field is not required but will be appreciated
* Proven experience in the R&D department of the food industry or proven sales experience in the ingredients intended for the food industry (2-4 years)
* Proven track record of meeting sales quotas
* Ability to travel/visit multiple customers throughout the assigned territory
* Driver’s license
* Proficient in all Microsoft Office applications
* Excellent management, leadership, and organizational skills
* Strong analytical and problem-solving skills
* Outstanding negotiation and consultative sales skills
* Excellent Written and Oral communication skills, as well as the ability to effectively influence others
* Ability to develop in-depth relationships at all levels with customers
* Ability to prioritize tasks assigned and complete them with success
* Fluency in English (both written and oral)
* Knowledge of any other Language (e.g. French) will be appreciated
* Military Obligations fulfilled (for men)

We Offer

* Continuous on-the-job training
* Competitive reward package (salary + bonus + private medical insurance) and tools required to effectively perform in this role (company car/cell phone/laptop for business purposes)
* Professional growth
* State of the art premises, providing a great working environment with relaxing break areas
* The ability to work for a multicultural environment that embraces diversity

***All applications may be addressed to*** ***apostolia.dimakopoulou@avel.gr*** ***along with your CV and a motivation letter explaining the reasons you would like to work with us.***