



ACCOUNT MANAGER, FRESH DAIRY, SCANDINAVIA

DSM – Bright Science. Brighter Living.™

Royal DSM is a global, science-based company active in Nutrition, Health and Sustainable Living. DSM addresses with its products and solutions some of the world's biggest challenges while simultaneously creating economic, environmental and societal value for all stakeholders.

DSM and its associated companies deliver annual net sales of about €10 billion with approximately 23,000 employees. The company was founded in 1902 and is listed on Euronext Amsterdam. More information can be found at www.dsm.com.

DSM has an ambitious growth strategy for the Fresh Dairy Market in the years to come, and in this connection, we are looking for an Account Manager for the Scandinavian Market. In cooperation with highly skilled and motivated colleagues, you will develop solutions, drive sales, and support large accounts in the field of enzymes, cultures, vitamins and other ingredients for the Fresh Dairy Industry.

You will report to the Regional Sales Manager Fresh Dairy, and be assigned to the Danish office in Broendby, near Copenhagen, but you can work from home in any Scandinavian country, when you are not in the field.

ABOUT THE ROLE

Your responsibilities will cover, but not be limited to:

- Plan and implement the strategy and yearly sales budget for your Accounts
- Negotiate prices and conditions with your customers
- Build and maintain a strong network within the organizations of your customers
- Be externally orientated to develop new applications in line with customer requirements
- Manage customer inquiries, support customer trials and implementation of new products
- Orchestrate the involvement of other relevant DSM disciplines to fulfill the agreed projects
- Support marketing in promoting new and existing products and applications with new and existing clients, by providing technical knowledge and analysis
- Collect market intelligence, submit reports for management, and maintain the CRM system

THE REWARD

Working for DSM means the opportunity to really contribute to improve people's lives and solving the challenges of today's world. Challenging jobs, career opportunities and an inspiring environment allow you to enhance your personal development. DSM recognizes that the on-going success of the company depends on the continued development and engagement of all employees and pursues a fair and competitive remuneration policy, recognizing individual and team competencies and performance.



ABOUT YOU

We are looking for an entrepreneurial spirit who is keen to create results and possesses:

- Strong experience from a similar international, commercial position in a B2B environment
- Experience/network in Food/Dairy industry, ideally in Food Ingredients
- Understanding of consumer and customer behavior regarding customized solutions
- Strong customer centricity and ability to combine long term view with drive to deliver results
- Strong planning, collaboration and influencing skills
- A relevant Master's Degree, or equivalent level based on work experience
- Ability to speak and write fluent English, preferably one or more of the Scandinavian languages, and are willing to travel regularly

APPLICATION AND INFORMATION

The recruitment is handled by Lotte Tolstrup, Search & Selection Group. Interviews will be conducted currently, therefore please submit your application as soon as possible, and always feel welcome to contact Lotte Tolstrup for further information at (+45) 4032 9734.

Regarding GDPR, please refer to s-sgroup.dk/gdpr-english/