



Gourmand Pastries – Sales Manager Export

Gourmand Pastries is growing and is looking for a dynamic Sales Manager Export. Are you ready to take our viennoiserie sales in selected European and external EU markets to the next level? Do you have a strategic mindset and a passion for growth? Then read on!

What's in it for you?

Gourmand Pastries offers an attractive salary with a range of fringe benefits such as meal vouchers, eco vouchers, sports and culture vouchers and even gift vouchers. We ensure your every comfort with hospitalisation and group insurance.

It goes without saying that we provide a comfortable company car with fuel card to do your job well.

We are a growing organisation so this undoubtedly also offers many career opportunities for our colleagues.

As a company, we are characterised by a family business culture with driven, passionate colleagues where initiative, autonomy and ownership are valued and encouraged. We are a warm company culture that embraces entrepreneurship.

What does a Sales Manager Export do at Gourmand Pastries?

As Sales Manager Export, you play a key role within Gourmand. You focus on the sale of frozen viennoiserie. At first, mainly focused on the Eastern European market. You will be at the helm to develop the strategy. You'll represent Gourmand to (potential) clients in a professional and dynamic manner.

Thanks to our modern and innovative communication tools, the emphasis in this role is on digital connection and efficient collaboration. Intensive travel is not at the core of this role. When travel is necessary, it is highly focused and primarily within the European Union in the first instance. This allows you to spend your time optimally on strengthening customer relationships and realising strategic objectives.

Your responsibilities as Sales Manager Export

- **Strategic sales development:**

Develop and implement strategic business plans for export markets.

Put together marketing plans, together with the marketing department, to achieve maximum sales growth and profitability.

Build and strengthen customer relationships with purchasing management and business leaders within key accounts.

Analyse and define products by market/area.

Identify opportunities for product improvements or new product development in collaboration with NPD.

- **People Management:**

You will be responsible for managing some colleagues - directly and indirectly.

Price Negotiations:

Negotiate and manage sales prices and other sales terms.

Responsible for P&L and margin in assigned regions and channels.

- **Sales forecasting:**

Inputting and monitoring sales forecasts.

Prepare quarterly estimates and annual budgets for the region, analyse deviations and implement necessary measures.

- **Ensure customer satisfaction:**

Maintain healthy relationships with customers by providing support, information and guidance.

Inform management and relevant departments of critical situations regarding products, pricing and delivery, and provide recommendations/alternatives.

Define and confirm customer specifications, working closely with Marketing, Finance and Supply Chain departments to ensure sales conditions and customer satisfaction.

This is you:

- Master's degree in Business/Economics/Engineering or equivalent through experience.
- Minimum 10 years' experience in Business Development and Export Sales.
- Strong background in sales to large retail and food service accounts.
- You can express yourself fluently in Dutch, French and English (excellent spoken and written).
- You are an experienced people manager, team player who ensures the team enjoys coming to work every day.
- Skilled in the use of common office packages and SAP applications.
- Hands-on mentality and always looking for process optimisations.

Are you the enterprising commercial talent we are looking for? Then apply now and become part of our successful team!

#WeAreGourmand #BusinessDevelopment #SalesJobs

Gourmand Pastries is an equal opportunity employer and therefore welcomes applications regardless of ethnicity or cultural background, age, gender, nationality, religion or sexual orientation.

<http://www.gourmandpastries.com/nl/home>