

**Our group SOLINA (1500 Employees, € 405M turnover, 15 production sites in Europe and locations in 17 countries) imagines, conceives and develops ingredient solutions for food industries. Our vision: « Create Solutions for Tomorrow's Food ».**  
**For the Netherlands (200 employees, 2 plants) we are currently recruiting a**

**Account Manager Degens M/F**  
Permanent Contract  
(Reference AMDEG)

Reporting hierarchically to the Sales Manager and working together with other Account Managers.

**Main purpose:**

The Account Manager Degens is in charge of establishing and growing sales in the butcher business. The goal is to contribute in sustaining and growing our business to achieve long-term success in the butcher industry with a focus which includes cross selling solutions from within the Solina group. The focus is on building up the Degens brand to be the 2nd brand for butchers in the Netherlands.

**Responsibilities:**

- Responsible for the net commercial contribution as defined in the reporting of the "Degens BV butcher division"
- Prepares the budgets and submits them to its commercial management for validation
- Implement the commercial policy allowing the realization of the budgets. Propose to the country management the bonus policy of salespeople in accordance with the company's management policy.
- Animates and controls the dedicated sales force through the heads of region.
- Management of regional leaders, definition of their objectives.
- Implementation of the reporting required monitoring activity and sector performance. It ensures the correct use of CRM (Moby) in place and proposes to the IT manager the necessary evolutions.
- Monitoring and development of distributors, retailers, central purchasing companies, retailers (in store butchers), either directly or through the sales force, establishes the pricing policy (discounts, promotions, bonuses, etc.) of the latter after validation by the management Commercial of the company.
- Establishes the policy of continuing education of sales force.
- With the heads of region sales management manages and animates the demonstrators who:
  - provide technical assistance and training for sales staff.
  - Animation and demonstrations with retailers and distributors.
  - Regional activities organized by professional butchers' trade unions. etc ..
- Range management: new products, products to be removed etc.
- Animation of the range: definition of objectives produced by sectors, implementation and follow-up with sales assistants of seasonal promotions.
- With the Marketing Manager, and respecting the budgets allocated:
  - defines the marketing policy of the Degens division for the group
  - set up the necessary tools (trade fairs, publications, commercial documentation, recipe booklets, etc.).
- Manages the sales assistants, defines their mission, objectives and so on.

**Profile required:**

- Proven work experience of 5 years as a Sales manager or Sales director
- 5+ years of experience in Butcher market
- Meat process awareness
- Has outstanding execution skills
- Drive for results and be comfortable with change
- Expertise in problem-solving and negotiation
- Takes initiative, has entrepreneurial spirit, business acumen
- Natural curiosity
- Great passion for food
- Is a team player
- Strong communication and interpersonal skills with attitude in building relationships with professionals of all organizational internal and external levels
- Sales force, Microsoft Office and at ease with social network and other communication tool
- Speaks and writes fluent in Dutch & English

A challenging role with growth potential in a developing, young, ambitious and dynamic environment.

**If you are interested**, please send your CV and motivation letter by mail to [recruitment@solina-group.nl](mailto:recruitment@solina-group.nl) specifying in the subject line reference **AMDEG**.