

Azingro is a Belgian **family-owned** company, specialized in the development, production and distribution of ingredients/raw materials for use in different applications of the **Food & Health industry**. Based in Belgium, this global player is committed to providing its customers with optimum ingredients and **technical support** to stay on top of the ever-expanding food & health industry.

To develop our growth in Europe, we are looking for an enthusiastic, motivated and driven:

Business development Manager Food & Health ingredients - EUROPE

Your Responsibilities:

- You identify and establish new business for the food & health division of Azingro in the European market.
- You visit potential customers to ensure that they are commercially and technically supported
- You are willing to travel across Europe up to 30% of your time
- You organize and coordinate sales operations
- You plan, develop, and deliver the growth strategy for the products
- You are responsible for the start & follow up of the approval process of the ingredients at the customer
- You maintain and elaborate the business relationship with current and future contacts
- You participate in preparing the forecast sales volumes for all products/channels for the assigned territory
- You visit potential customers to ensure that they are commercially and technically supported
- You attend fairs, trade exhibitions, conferences, and meetings as an ambassador of Azingro and find new business partners and customers
- You report to the Managing Director of Azingro and keep all stakeholders involved

Your Profile:

- You have a degree in food science and/or biosciences, but equivalent by experience in the Food & Health industry
- You have a strong network and proven track record of sales in the European food & health industry
- You are passionate by the food & health industry
- You are used to work autonomously but like to share your success with the team
- You have a business-driven mind, with open and transparent communication, good analysis, and observation skills
- You already demonstrated success in developing new business opportunities
- You feel very comfortable working in an entrepreneurial and international business environment with excellent collaborative skills
- You have excellent written and verbal English communication skills. Fluency in any second language is a plus (Dutch/French/Spanish/German/Italian)



Azingro NV

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Mechelen

What we offer:

- A dynamic, international environment.
- A financially sound and family owned, ambitious and growing company.
- A varied job in a company with an established reputation in the sector.
- An opportunity to grow within the company
- An attractive salary in accordance with your dedication and competences

Are you the TOP TALENT that Azingro is looking for?

Do you recognize yourself in this dynamic profile?

Please e-mail your full CV and your application letter to laura@azingro.be

We guarantee that each application will be handled discreetly and promptly.



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