

## JOB DESCRIPTION

### INTERNATIONAL SALES & BUSINESS DEVELOPMENT MANAGER

#### MISSION OVERVIEW

- **Contract:** Full time
- **Availability:** ASAP
- **Location:** Multiple (DACH, BeNeLux, UK), with co-working office and travel to French HQ
- **Background:** Sales and business development in Food CPG and wholesales
- **Experience:** 2 to 3 years minimum in the same industry
- **Salary:** based on profile and experience (equal gender salary)
- **Benefits:** transport and communications covered, co-working or home working, bonus
- **Language:** English and/or German fluent, Dutch/Flemish when applicable, French is a plus
- **Driving license:** needed

#### **Who is Onami?**

ONAMI FOODS is a Foodtech start-up, founded in 2020 in Brittany France.

We like good food, but not the impact of the food industry on the planet... Onami Foods positions itself as an innovative, daring, ecological and committed company, wishing to create the wave of change with you!

Our mission: to create tasty marine recipes based on seaweed and plants for all committed gourmets. To consume in a more responsible and healthy way, we offer:

- alternatives to fish and seafood
- innovative and sustainable vegan recipes
- gourmet and nutritious recipes

Our products are simple, natural recipes without additives or transformations. 100% vegan and 100% natural !

#### More specifically you:

- Prospect and identify prospects, honor appointments and open new customer accounts.
- Retain and make profitable existing customers and new ones in its sector, ensure daily follow-up and contact.
- Develop turnover / market share, create and implement your commercial strategies and according to OnamiFoods guidelines
- Organize numerous trips to customers, take orders, ensure the smooth running of payment terms. You will be 75% on the market, in contact with our dear customers.
- Report market information and activity reports via CRM tools
- Visits and/or events at the various fairs and events in the sector....

#### Requested Profile:

- Coming from the "catering professions", professional training (Bacpro, BTS, DUT) or academic, you have acquired initial experience in sales / marketing functions in the food sector and / or mass distribution.
- Your qualities for success: Autonomy, interpersonal skills, strong culture of results, taste for negotiation, reactivity, strength of proposal and conviction, computer skills, knowledge of the sector of activity.
- Sense of teamwork, acute sense of developed customer service, responsiveness, open-mindedness are essential assets for success in this environment.
- You want to evolve in a rich environment, made up of high-level contacts (Hotel Manager, Purchasing Manager, Restaurant Manager, Chef, Retail Category Manager, Department Manager, etc.)
- Knowledge of the retail AND/OR hotel and restaurant sector is a plus.

#### Recruitment process:

Preselected candidates will pass 2 interviews (visio call and / or direct meeting) with sales director and co-founders.

We're eager to meet you soon!

-> Shoot your candidacy to [jobs@onamifoods.com](mailto:jobs@onamifoods.com) <-