



Sales Manager B2B/B2C Life Science Markets (h/f/x)



Envirium Life Sciences (www.envirium.be) is a green industrial company focusing on the production, processing and supply of natural products for the Food and Beverage, Cosmetic and Health Care Industries. The product portfolio includes: cocoa, vanilla, green peppercorn, coffee, chia seeds, Cinchona, rauwolfia, terminalia, papain and some fruits.

Virunga Origins is a Belgian company branding all the products that are made in partnership with the Virunga National Park (www.virunga.org). All products are made locally in the Democratic Republic of Congo, at the border of the Virunga Park. This includes chocolate, chia seeds, cocoa, coffee (www.origins.virunga.org).

The daily life of our division revolves around values such as **commitment to customers, trust and transparency, accountability, respect, listening, constant improvement, involvement**. Our main focus is to make a difference in people's lives as well as in our planet by doing business the right way. It means that the supply of our products is fully transparent, with the detailed traceability from the farmers to the end customers. We act in ways to create a more sustainable and better shared future by embracing the creative leadership and innovative teamwork with full regard to environmental sustainability.

Our division is growing strongly and continues to expand globally by diversifying its product and food portfolios.

In order to support the growth strategy of the **Envirium Life Sciences and Virunga Origins**, and to strengthen our team, we are looking for a (m/f/x): **Account Manager - B2B/B2C Life Science Markets**.

As an **Account Manager**, you will be responsible for B2B sales contacts in the EU and outside the EU by contributing actively to the growth strategy of the division. You will also be responsible for the B2C activities including marketing and communication for online sales. After a thorough introduction of the production process and the products, you will focus on the following tasks:

Your main responsibilities are:

- You contribute to the long-term business plan.
- You manage the sales of the Envirium products with a special emphasis to launch the portfolio of products from Virunga Origins.
- You visit existing customers and further expand your portfolio through prospecting.
- You understand the needs of customers in order to increase turnover.
- You constantly strive to expand the range of existing customers and introduce products to new customers in order to guarantee a turnover of at least 100% of your target.
- You take the initiative on assignments related to development projects.
- You manage the sales budget and volume forecasts.
- You will be responsible for the entire sales cycle (planning, prospecting, advising, selling, contracting and follow-up).
- You organize and participate in sales events (exhibitions, fairs, conferences, etc.)
- You contribute to the development of the marketing strategy of the division in order to refine its identity and positioning.
- You rely on an excellent technical back office to support you in your administration. You will also join an enthusiastic team of about ten colleagues, located in Belgium and abroad.
- In this position, you will report to the general management in Belgium.
- You are comfortable with and interested in the marketing communication of the products including the brand website and social media, as well as supporting the key accounts' marketing/communication needs.

Profile:

- You have a bachelor or master's degree in economics, or equivalent through experience in a sales/business development role of 1-2 years at least.
- You are familiar with the B2B and B2C market for natural products in the Food and Beverage, Cosmetic and Health Care Industries.
- You are a team player, analytical, open minded and proactive.
- You are flexible and able to work in an export environment.
- You are a customer satisfaction, solutions and results oriented.
- You are a good listener, empathetic, convincing and a good negotiator.
- You are a strategic thinker with a business and entrepreneurial mindset.
- You are fluent in English and in French.
- You are willing to travel between different subsidiaries located internationally.

Offer:

- The opportunity to work in a fast-growing company with great ambitions, to play an important role in its development and to give meaning to your mission by working for a more sustainable and better shared future.
- A corporate culture that encourages personal growth and the development of skills.
- The opportunity to join a dynamic team with a human dimension.
- A permanent contract with an attractive salary package in line with your experience.

Place of work:

- Part time at Home and part time at ELS offices (Brabant Walloon).

Interested?

Please send your resume and a short cover letter to:

Email: hr@envirium.be

www.envirium.be

Your application and related information will remain strictly confidential