



**BÖSCH BODEN SPIES**

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Bösch Boden Spies is one of Europe's leading full-service B2B suppliers of higher valued ingredients for the European retail and food industry. On the basis of exclusive partnerships with the world's leading quality producers, we have been importing fruits and nuts for over 100 years and develop innovative product solutions together with our customers in the following categories: trail mixes and snacks, chocolate and confectionery, baked goods, dairy products, beverages, savoury and healthcare nutrition. Together with a great team in Food-Valley Wageningen and Hamburg we work with industrial customers to improve their products, speed up innovations and advise customers about the newest market trends. For the ongoing growth of our Ingredients Technology Hub (ITH) in Wageningen, which is focused on technical ingredients, we are looking for a proactive and commercially driven, plant-based passionate

## **Account Manager Functional Ingredients**

Technical Entrepreneur Wageningen

### **Responsibilities:**

- Penetration of our strong portfolio of functional ingredients powered by the leading producers as our exclusive partners like H&F Group for pectins and fibres and ButterBuds for dairy concentrates and further upcoming functional ingredients
- Giving Technical and Commercial guidance about applications, market and product development in close coöperation with our supplying partner as Concept Solutions
- Initiating and coördination of co-creation with our customers in order to make food better, more plant based and more healthy
- Introducing product innovations within a Omnichannel approach including Digital-Marketing
- Negotiating prices and supply conditions.
- Identifying and converting market trends into new business-opportunities
- As member of our sales Industry teams close teamwork with Sales, R&D, Marketing, Business-Development, Custom Service and QM & CSR
- Proactive knowledge-sharing between Wageningen and Hamburg
- Direct Reporting to Managing Director Wageningen

### **Profile:**

- Bsc.Msc. grade: Food Technology or Food & Marketing
- Relevant working experience in a (B2B) sales within the food industry
- Basic knowledge about functional ingredients
- Used to bring in creative ideas for practical solutions
- Can work independend and carry own responsibility
- Flexibile and able to travel on regular base
- Good communication skills in: Dutch, English and preferably German
- Personal characteristics: customer oriented, relationship builder, persuasiveness, creativeness, decisive, entrepreneur, result oriented and negotiation skills.

Are you the person that recognize yourself in the profile and is looking for a great international challenge, please take contact with Noa Bastiaans, tel: 0317-465419 or mail: [Noa.Bastiaans@boeschbodenspies.com](mailto:Noa.Bastiaans@boeschbodenspies.com)