

Let's color the world!

We are GNT, an ambitious and innovative family-run business with a colorful character! With our EXBERRY® brand, we are the market leader in the field of Coloring Foods. Our colorings are 100% natural and are made from fruits, vegetables and plants.

We are world champions when it comes to utilizing the bounty of nature and strive to continuously innovate and improve natural color ingredients for the consumer. By carefully preserving all of nature's beauty and goodness, we are able to offer our clients the highest quality and most reliable products. This is what continues to motivate us every day!

The most important ingredients for GNT's success are our employees and the cooperation that exists between them. We believe in teamwork and we are there for one another, our clients, our suppliers and our partners. That is what makes us GNT.

Due to GNT's strong growth, we are seeking a:

Technical Sales Manager

What do we expect of you?

- A friendly demeanor with effective interpersonal skill.
- Developing and maintaining a good commercial relationship with existing and new customers.
- Developing and implementing innovative sales and marketing strategies in coordination with corporate marketing team.
- Identifying new sales leads/prospects and be a part of the entire sales process.
- Controlling all sales and after sales activities with existing and potential customers.
- Liaise between customers and GNT's Sales & customer service team.
- Act as single point of contact for the customers in the region
- Actively participate and liaise with different internal departments on local trade shows like Gulfood Manufacturing.

What can you offer us?

The right person will join our team and reports to the Sales Director. The position would ideally suit a Team Player with Customer Focus. The ideal candidate will meet the following criteria:

- Degree in Food or Dairy technology or Business Administration.
- 2-3 years of experience in the industrial scale (B2B) sales of food, dairy and food ingredients.
- Ability to identify and respond to customer needs.
- Excellent written and spoken English Language proficiency
- Familiarity with CRM systems and practices
- Ability to work in multicultural environment
- Ready to travel to travel within the region.

What do we find important?

The GNT values underpin all our day-to-day activities. Therefore, it is important that we suit each other. GNT employees are passionate and demonstrate responsibility. Naturally, our focus lies on our clients and the service we provide! We always go the extra mile to offer our external and internal clients the best service. In addition, we do everything in the most sustainable way possible. We are open and honest towards one another and bring out the best in each other.

What do we offer you?

- A job with a successful and innovative company that is always evolving.
- Competitive salary based on experience.
- 30 days annual leave, medical insurance + annual return air ticket.
- A varied role in a modern working environment.

And last but not least: GNT is evolving rapidly and you will too!

We color the world, do you?

Does this vacancy suit you? Then we look forward to receiving your motivational statement and CV, the earliest date you are available to start and a photo by email to hrm@gnt-group.com before 30th December 2022. Only the shortlisted candidates will be contacted.

Of course, we handle your personal data with care. All applications will be treated equally.