

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. In the future, we also want to offer the most sustainable colors on the market. 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.

GNT Europa GmbH, a subsidiary of the GNT Group, based in Aachen, is looking to expand its team by recruiting additional resource over the near future:

Full-time Technical Sales Manager (w/m/d)

The role:

This key role offers the right person an opportunity to join a growing, forward-thinking company that creates and sells natural, plant-based, and sustainable colors for food and beverages:

- Achieving sales growth by developing and expanding sales to existing customers and ensuring that they are adequately served.
- Supporting allocated customers with technical product selection across several applications.
- Identifying and pursuing business development opportunities at new and existing customers.
- Developing and implementing account and territory plans for nominated markets.
- Very good written and spoken English and German skills, knowledge Dutch is an advantage.

The role involves travel within Germany and internationally. You will receive full product training as part of a detailed introduction program. The position will be office-based (Aachen), with the option to work from home when suitable.

About you, as our ideal candidate:

You are flexible, dedicated and reliable, and enjoy working with people. You also have a conscientious way of working, even under time pressure. Besides, the ideal candidate should meet the following criteria:

- Bachelors Degree in food science, food technology, or business, preferably with experience in the food industry.
- Ideally 1-2 years of commercial experience with proven capability to manage customers and prospects, develop and maintain strong relationships and to deliver high levels of service.
- Practical experience in a product development/applications role within the food / beverage industry.
- Experience of working with specialised food ingredients would be a key advantage.
- Creative, enthusiastic and knowledgeable about food, its appearance, ingredients and industrial processing.
- Proven ability to assimilate technical information, manage and deliver projects.
- Be able to identify and numerate customer and market opportunities.
- Able to document activities within CRM and associated systems and to present in a commercially appropriate way.
- Self-motivated with excellent interpersonal and communication skills with a strong customer focus.
- Results driven with energy and ability to work to deadlines.

What do we find important?

We operate globally, yet remain an independent, family-owned business committed to investing in products, technology and importantly, our people. The GNT values underpin all our day-to-day activities. Therefore, it is important that we suit each other. The people who work for GNT are flexible, friendly, supportive and passionate individuals that work collaboratively to deliver service, expertise and ultimately grow sales and market share. 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?

GNT wishes to retain the current harmonious working environment and therefore welcome team-players with a positive outlook and promising future perspective. In return for all your hard work, you will be rewarded with a competitive package of benefits (salaried position, bonus scheme, pension contributions, company car and flexible working hours). Starting salary will be commensurate with experience and position.

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 Silke Ohler, HR Manager Germany, hrm-europe@gnt-group.com. You will soon find out if you will be invited for an introductory meeting (in Aachen, Mierlo or online).

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