

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 the growth of GNT we are seeking a

## Technical Sales

Technical Sales is responsible for providing ongoing support to customers by gathering information through communicating with GNT's cross functional teams. Technical Sales main goal is to grow existing business and create new business.

### The role:

- Develop an understanding of GNT products.
- Provide ongoing technical support to clients to ensure all R&D and commercialization related requests have been addressed appropriately.
- Work internally with various GNT teams to help customer projects move forward efficiently.
- Submit requests to the Applications Team and work closely to ensure customer's needs are met.
- Facilitate interaction with customers via proactive email and phone follow-ups.
- Work closely with the Applications Team to provide customers with recommendations for new samples.
- Prepare marketing, technical, and regulatory related documentation based on individual customer requests.
- Utilize GNT's CRM based system for analytical needs and to fulfill customer related requests.
- Work with the Customer Service Team to ensure customer orders are processed as necessary.

- Provide ongoing support to customers and clients to ensure all requests have been addressed appropriately.
- Travel onsite to customers to give technical presentations and pitch ideas for future projects.
- Establish weekly targets for customer communication and interaction.
- Identify new business opportunities through the participation in industry tradeshows and conferences.
- Represent GNT USA Inc. through new business outreach, including research and follow-up meetings.
- Develop an understanding of forecasting and operations.

#### Additional responsibilities:

- Visit the manufacturing plant in the Netherlands depending on customer needs.
- Participate in local and global sales meetings.
- Meet with GNT USA Inc. management on a monthly basis for customer reviews, discussion of goals and next steps.
- Seek new industry trends and opportunities by attending conferences and keeping well-informed of best practices.

#### About you, as our ideal candidate:

- Bachelor's degree in Food Science; Master's degree preferred
- Experience working in product development, applications, or technical sales
- Experience working in the food or beverage industry
- Consumer research and sensory analysis skills
- Excellent verbal and written communication skills
- Strong presentation formatting and public speaking skills
- Organizational and time management skills
- Ability to work independently and as part of a team
- Working knowledge of the following software programs: Microsoft Office, Excel, PowerPoint
- Willingness to travel (30%+)

#### What do we find important?

GNT operates globally, being an independent, family-owned business committed to investing in products, technology and importantly, our people. The GNT values are the basis of our daily activities. That's why we think it's important that we fit together. GNT employs people who are enterprising and take responsibility. Customer and service orientation is of course paramount! We always take that extra step to offer our external and internal customers the

best service. In addition, we do everything we do as sustainably as possible. We are open and honest with each other and bring out the best in each other.

### What do we offer you?

GNT USA offers a very competitive salary, bonus potential, comprehensive benefits, and ample opportunity for future career growth.

### We color the world, do you?

GNT USA is proud to be an Equal Employment Opportunity/Affirmative Action employer committed to an inclusive and diverse workplace. All qualified candidates will receive consideration for employment and will not be discriminated against based on race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, disability, age, pregnancy, genetic information, creed, marital status or any other consideration prohibited by law or by contract.

All your information will be kept confidential according to EEO guidelines.

Please send all resumes to our HR department at [hschwark@gntusa.com](mailto:hschwark@gntusa.com) for consideration. Applicants must be authorized to work for ANY employer in the U.S. We are unable to sponsor or take over sponsorship of an employment Visa at this time.