

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 for our office in UK a

## Technical Sales Manager

The Technical Sales Manager will play a crucial role in expanding GNT's presence primarily in South East Europe, South Africa and the UK. This position is home office based with the expectation of spending two days a week in our Derby office. The ideal candidate will be a technical sales professional with a strong background in food sciences or related studies and experience in the sweet segment of the food industry. You will be responsible for managing distributors and agencies in the designated regions, ensuring that they have the resources and support needed to successfully promote and sell our EXBERRY® product range.

### The role:

- Manage and develop relationships with distributors and agencies in South Africa and South East Europe.
- Undertake business development activities with customers and prospects in the sweet segment across designated export territories and UK.
- Provide product training and technical support to distribution partners, ensuring a deep understanding of GNT's offerings.
- Conduct customer visits to provide on-ground support, address inquiries, and enhance customer engagement.
- Collaborate with marketing and product development teams to identify market trends and opportunities for growth.
- Prepare and present product demonstrations and pitches, showcasing the features and benefits of EXBERRY® colors.

- Monitor sales performance and market dynamics, providing regular reports and feedback to senior management.
- Contribute to strategic planning and execution of sales initiatives to achieve revenue targets.
- Attend trade fairs and networking events in the regions to strengthen GNT's brand visibility and product awareness.

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

- Bachelor's Degree in Food Sciences or a related field.
- A minimum of 3 years of experience in technical sales within the food industry, preferably in the sweet segment.
- Experience in managing distributors and agencies is highly desirable.
- Fluency in English is mandatory; additional languages relevant to the regions will be an advantage.
- Strong presentation skills and familiarity with product training methodologies.
- Proficient in Microsoft Office Suite and CRM software.
- Strong knowledge of food science, particularly in sweet applications.
- Proven track record in technical sales and business development.
- Exceptional communication and interpersonal skills.
- Adept at building and maintaining long-term relationships with clients and partners.
- Analytical mindset with the ability to interpret market data and sales trends.
- Ability to work independently and as part of a team, demonstrating proactive problem-solving capabilities.
- Expected to travel proactively to strengthen distributor networks via impactful customer engagement and interactive training sessions

#### What do we find important?

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 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?

- A varied job with a successful and innovative company that is always evolving
- Competitive salary based on experience and performance-based bonuses.
- Health and wellness programs.
- Professional development opportunities.
- Flexible working arrangements.

We color the world, do you?

If you believe you satisfy our desired profile and would be interested in applying for this position, please contact us in writing including your resume to [jhennigfeld@gnt-group.com](mailto:jhennigfeld@gnt-group.com), Janine Hennigfeld, HR Business Partner.

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