



Sales Manager

Belgium

Drive sales growth and pursue new business opportunities in the dynamic food safety industry by joining us as a Sales Manager at Bactoforce!

About us:

Bactoforce is today the leading supplier of integrity inspections of processing equipment in the food industry. The inspections are aimed to locate mechanical defects and insufficient hygiene of tanks, spray dryers, heat exchangers/pasteurisers to contribute to product safety. Our customers produce dairy products, baby food, beer, beverages, medicine and ingredients. We are today servicing some of the leading food brands in Europe. The number of annual inspections is approx. 12,000 and are growing rapidly. Bactoforce, part of MLZ group, has approximately 60 employees spread over 6 countries.

Job description:

As a Sales Manager, you will be responsible for driving sales activities in your designated area in collaboration with the Area Manager Benelux. Your primary objective will be to achieve budgeted turnover by effectively managing sales initiatives while maintaining and nurturing customer relationships. This role offers an exciting opportunity to contribute to the strategic direction of the company while ensuring the achievement of sales targets.

Key responsibilities:

- Plan, manage and implement sales activities within the area, including the maintenance and development of customer relations.
- Drive Sales and achieve budgeted turnover through strategic sales initiatives and effective market penetration.
- Collaborate with the Area Manager in preparing budgets and contribute to the development and implementation of strategic customer and segment plans.
- Prepare and follow up on customer visits, quotations, agreements, contracts, and invoices.
- Maintain documentation of customer relations and manage inspection plans.
- Coordinate pricing strategies and marketing activities in alignment with area and group functions.

Your profile:

- Bachelor's degree preferred in food technology, microbiology or business administration.
- Min. 5 years of proven sales experience with the ability to drive business growth.
- Relevant experience in food technology including knowledge of production processes, process equipment, hygiene aspects and microbiological safety.
- Communication skills in Flemish and English, French is a plus.
- Strategic thinking, analytical skills, customer focused and solution driven.

What we offer:

- Competitive salary package with performance-based bonuses.
- A company car
- Opportunities for career advancement and professional development.
- Comprehensive benefits package including retirement plans.
- A dynamic and supportive work environment with a focus on employee growth and well-being.

How to apply

To apply for this position, please forward your application and CV to: es@bactoforce.com
If you have any questions about the position, please also contact:

Area Manager Benelux: Erwin Stadman
Phone: +316 5362 4582 | Email: es@bactoforce.com