

Technical Sales Representative

Lallemand is a world leading company in the selection, production and marketing of yeast and nutrients. Lallemand Biofuels and Distilled Spirits uses these products to provide solutions for the Bioethanol and Beverage Spirits industries.

Specifications

Department: Lallemand Biofuels & Distilled Spirits (LBDS)

Location: Home office within the defined area (Western Europe)

Starting date: flexible

Travel: Around 60% of time. Mainly in Europe

Status: Permanent / Full time

Reports to: Europe Business Manager

Salary: Competitive remuneration for country residence package incl. bonus scheme will be available to the ideal candidate

Main functions

- ✧ Manages the sales of LBDS Yeast and Nutrients products in Western Europe, both direct to customers and via our network of distributors.
- ✧ Manages the technical support of LBDS products in Europe. Works with the major companies on their improvement of their processes.
- ✧ Manages the relationships with Western European customers and expands the customer base
- ✧ Manages the sales into the craft distillers market
- ✧ Develops the commercial strategy for the products with the Europe Business Manager
- ✧ Participates at trials on products and writes reports; manages training sessions for the customers
- ✧ Prepares sales plans and budgets
- ✧ Respects the corporate marketing and sales plans
- ✧ May be required to do other duties at times as assigned by the EU Business manager

Required qualifications

Necessary Job skills

- ✧ Languages : English and other languages useful for communication in Western Europe (preferably German and French)
- ✧ Experience in the production of biofuels and/or distilled spirits
- ✧ Degree or master qualification in Science; microbiology or / and biology will be preferable
- ✧ 3 – 5 years commercial and/ or technical experience
- ✧ Driving license valid in Europe

Other job skills

- ✧ Computer literate
- ✧ Good understanding: Production - Budget – Sales – Targets

Personal strengths required

- ✧ Self starter
- ✧ Able to work without direct supervision
- ✧ Great team spirit
- ✧ Well organised

Please send your application to the following address: mbolzon@lallemand.com