



**Sales
Manager**
ingredients &
solutions

Engredo ApS is looking for a new sales manager to develop new business as well as nurture our existing customers in the Nordic region.

We are a small organization based in Vejle, Denmark – part of the LEHVOSS Group, a European leader in supply of ingredients for food supplement - / pharma production and more. Engredo specializes in not only delivering food- and pharma ingredients, but also in adding value to our customers through support on the complete value chain, from ingredient qualification to finished product.

ABOUT THE JOB

Based on an existing customer base you will maintain and develop relations through personal contact and meetings, securing the best possible service to our customers and making sure we remain a prioritized partner.

You will build a pipeline of projects through a structured market approach of introducing, educating, and following up product introductions, whether that is for the customers new product development teams – or purchase management.

Through close contact to back-office, technical - and marketing staff in the LEHVOSS Group offices in Germany as well as United Kingdom, you will build the bridge to our customers in the Nordics, handling everything from day-to-day sales and orders, to forming business development strategies and following up marketing campaigns.

WE LOOK FORWARD TO HEARING FROM YOU

If you have any questions about the position, you are welcome to contact Henrik Uth on +45 2494 0520.

Otherwise, send us your application and CV as soon as possible on info@engredo.com. We review applications on an ongoing basis and reserve the right to take down the ad, when we find the right candidate.

The job will be based out of our offices in Vejle, Denmark, with travelling mainly in the Nordic countries.

YOUR PROFILE

You are an ambitious and entrepreneurial self-starter, who maintains a positive outlook and face obstacles with an open and solution-oriented mindset. Sales and communication comes naturally to you, while you have sense for the detail and are interested in learning about any challenge your customer may have, enabling you to advise the customer and create a trustful relationship.

Experience in the ingredient -, food supplement - or pharma industry is not a must, but an advantage. Understanding the full supply chain, from ingredient qualification to finished product will enable you to provide the best service for our customers.

You have a structured approach to business development and sales, and no problem in assuring reporting, planning and execution of product - and sales strategies.

Your educational qualifications could be business, pharma or nutrition related, but your mindset is more important than your education. Strong verbal and written communication skills in English is a must.