

## Business Development Manager International (m/v)

### ***Who is Gadus:***

Gadus is a Belgian-based company engaged in the purchasing, processing, sale, and distribution of fresh and chilled fish products from sustainable fisheries.

The company was founded in 1991 in Nieuwpoort (Belgium), and operates since 2017 as a subsidiary of Steinasalir, a group of established Icelandic seafood experts.

Full service provider through its five product segments (Fresh, M.A.P., Deli, Frozen, V.A.P) offering up to 50 different species, with a focus on salmon and cod.

A longstanding leader in its field of business, as it is the second largest fish processing company in Belgium, which is also Gadus' main market representing 97 % of sales.

Main supplier of quality retailers such as AH Delhaize, Metro, Makro and Carrefour.

Today, we are looking to recruit a **Business Development Manager International**.

### Task

- Business development with new customers in retail, foodservice, industry with focus on markets around Belgium (France, Netherlands, West Germany, Switzerland, Austria) with first focus on the last 3 countries
- The job requires field and desk research on the different markets and customers and will involve travel to those neighboring countries.
- This role assumes a good social and co-ordination skills to gather people within Gadus behind the projects you are initiating.
- You will receive an exciting portfolio of products you can work with and you will be able to initiate new product development together with R&D department.

### Profile :

- Hunter profile capable of building long term sustainable relationships with customers.
- Capable of handling key accounts with the help of the current management.
- Master's degree in sales, marketing or other marketing related field, or bachelor's degree with at least 5 years of experience in international business.
- Fluent Dutch, French, English, and German is required.
- Expertise in the seafood sector is an advantage but not a prerequisite, person should have proven success of handling (different) food categories with the type of customers mentioned. Experience within fresh or ultra fresh is an advantage .

### What does Gadus offer:

- A competitive remuneration package.
- Growing opportunities in a growing company with clear ambitions for the future.
- Motivating environment within a team focussed on winning.
- A set of high qualitative and innovative products able to seduce customers, together with a strong service towards customers.
- A company investing in new equipment to be leading in the market .
- Strong group behind Gadus -Steinasalir

### Contact: :

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