

Export Manager (m/v/x)

Gadus is looking for an Export Manager who sells our fishproducts to customers in Europe. The Export Manager research potential markets, conduct personal selling visits, organise sales promotions and negotiate sales contracts.

Function/duties:

- Create export and expansion strategy for Gadus in Europe: Germany, France, Suisse & Luxembourg
- You will define a channel sales strategy with full P&L responsibilities in alignment with our CEO / Head of Sales
- You will develop and implement export strategies in Europe, work with key accounts and deliver budgeted sales plans.
- You develop solid relationships with retailers (F1), wholesalers and food service customers.
- You identify growth opportunities and convert them into profitable growth within our portfolio
- Prepare annual budgets and business plans for specific markets with future market development.
- Work with local government export trade support departments to maximise knowledge of and opportunities in new markets.
- Ensure all export orders are managed efficiently and effectively with customer service and logistics.
- Explore unexplored areas for the Gadus-portfolio.
- Accurately document meetings with customers/proposals and ensure follow-up to maintain momentum and close sales deals.

Profile:

- Education on master level.
- At least five years working experience in sales (export) job, preferable abroad.
- Strong direct B2B sales experience.
- Strong knowledge foreign languages: English, French and German.
- Demonstrable experience developing and executing sales plans built on targeted strategies.
- Proven track as a Hunter
- Excellent proven business sales skills (i.e. communication through writing, presentation development, delivery, and project management).
- Experiences user of MS Office (Word, Excel, Outlook, PowerPoint).
- The country you're living in doesn't matter because this role involves regular abroad business trips, the Export Manager should work in several countries Germany, France, Switzerland & Luxembourg .

Gadus:

Gadus is a fish processing company based in Nieuwpoort. It is part of an Icelandic group. The products that Gadus supplies to its customers are very diverse: deep-frozen fish, fresh fish, fish packed under modified atmosphere, crustaceans and shellfish and fish salads. Among the customers are some of the largest retail chains in Belgium. The turnover in 2021 was approximately 92 million Euros. This makes the company the second largest fish processing company in Belgium and it now employs around 100 people. This Belgian branch operates fairly autonomously and has been able to present growth figures year after year.

Interesse:

Please send your application + motivation to jobs@gadus.be