



Introduction



for **Ingredients** for the **Food Industry**



 Ralf Neuendorf
Founder and Independent Consultant

Creating commercial and operational value for the Food Industry using my expertise and knowledge from over 30 years of food ingredients experience





SERVICE OFFERINGS (1)

➤ Value Proposition:

Improve your market share, revenue and bottom line by identifying, sourcing and selling of food ingredients

➤ Project management/support:

Based on short-term projects as well as part-time or full-time assignments



SERVICE OFFERINGS (2)

➤ Regional expansion:

- Focus on Europe, North America, Middle East, India and Oceania
- Market access to food manufacturers and food ingredients producers
- Due diligence in local markets in Western Europe for oversea companies

➤ Commercial tasks:

- Matchmaking for and with food manufacturers and food ingredients producers with companies you don't know yet and want to know.
- Commercial representation for your food ingredients in Spain or Germany



ABOUT ME

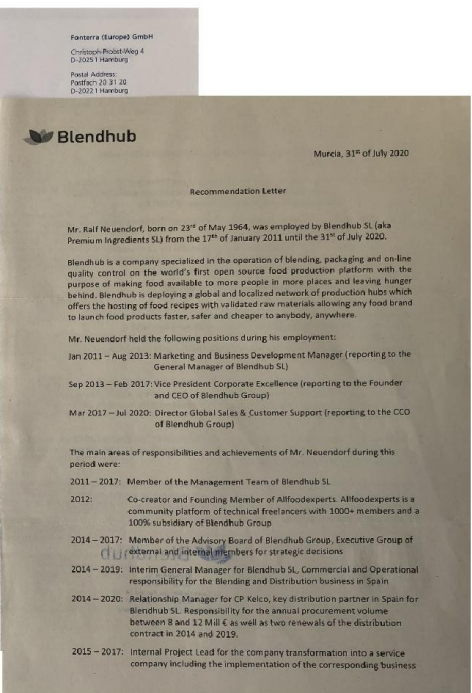
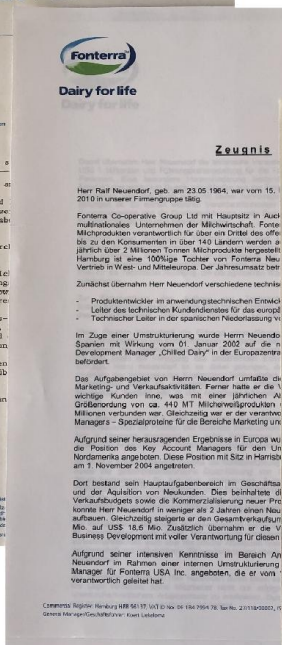
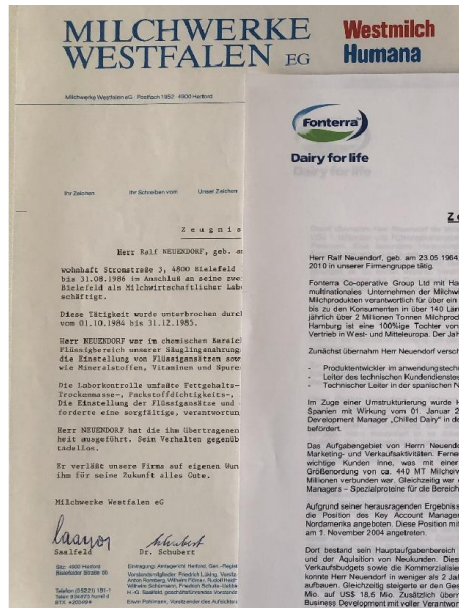
Career history

- 33+ years working in the food industry.
- 10 years with Blendhub in the development and commercialization of functional blends.
- 18 Years with Fonterra in the development and commercialization of high value dairy ingredients.
- Located in Germany, Spain and the USA with executive positions in Technical, Business Development and Sales.
- 5 years with Milchwerke Westfalen / Humana in Quality Control and Operations.
- BS Engineering in Food Technology from Fachhochschule Lippe/Germany.

Areas of expertise

- Project Management.
- Business development in developed and emerging markets.
- Identification and sourcing of food ingredients.
- Building and fostering relationships.
- Global network of 3500+ contacts/followers on LinkedIn.
- Application of hydrocolloids and dairy ingredients in foodproduction.

REFERENCES



Available on request



CONTACT

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