



OPEN POSITION :

BUSINESS DEVELOPER NORTHERN EUROPE (M/F)

About us :

Innovative SME in the nutrition and dietary supplement sector, we have been established since 2009 and currently employ 90 highly qualified professionals. With a B2B focus and a B2B2C approach, we are recognized as a reference in the development, production, and marketing of high value-added plant-based active ingredients, particularly from grape and saffron.

Specialists in well-being and healthy aging, especially in the field of neurosciences, we invest 20% of our annual revenue in R&D each year, with a single objective: customer-driven innovation.

We offer our clients a turnkey solution thanks to the opening of a manufacturing and packaging facility for dry-form dietary supplements (sticks and capsules) as well as gummies.

Main tasks:

As a part of the of the European Sales Director's team, you will be in charge of the commercial development and key account's the northern Europe area (UK, Benelux, Scandinavian and Baltic Countries). As such, your missions will be focus on these two main axes:

Strategy and Business Development:

- Ensure an in-depth analysis of the northern European markets in order to propose an action plan with figures and arguments to the sales management.
- Leading negotiations from prospect identification to conclusion of new contracts.
- Actively participate with our Marketing/Communication teams in developing commercial supports.
- Evaluate, develop and structure your geographical area:
 - o Identify our future prospects and determine the most appropriate sales approach.
 - o Follow our customers to detect their short/medium and long term needs.
 - o Actively participate in key sales events of your area (trade shows, webinars, etc.).

Commercial loyalty:

- Follow the organization charts of your accounts and extend the network at the direction's level as well as in other fields: R&D, purchasing, marketing, regulatory, etc.
- Represent the client's entry point and guarantee cohesion between the various Activ'Inside participants on the project.
- Take charge of direct negotiations: prices, delivery times, terms and conditions, supply contracts, etc.,
- Become a reference for decision-makers and promote our business expertise to reduce price sensitivity.
- Analyze results and take corrective measures if necessary.

Your profile:

Autonomous and well-experienced in commercial negotiation. You are able to adapt your argumentation according to the evolution of the customer's needs. Your interpersonal skills and your ability to listen enables you to develop a loyal relationship with your customers. Results-oriented, your pugnaciousness and reactivity are qualities that contribute to the accomplishment of the objectives set for you. Finally, as a representative of Activ'Inside, you convey our values and actively contribute to the employer's brand.

With a higher education and firsthand experience in a BtoB environment in the food/pharma/feed industry.

You are fluent in English and ideally speak well french.

You are familiar with the use of the office pack and ERP software.

Usefull information:

We offer a compensation package that includes a fixed salary as well as an attractive performance-based variable component. The position can be based in France or abroad (within the European area) and will require regular international travel. If based abroad, you will work remotely after completing a two-month onboarding period at our Bordeaux headquarters.

Would you like to learn more about us? <https://activinside.com/en/careers/>

To apply, please send your CV and cover letter to recrutement@activinside.com and specify the position you are applying for in the subject line.