

Account Manager UK Retail

Do you enjoy being the specialist in compiling and optimizing the assortment of tomatoes for English retailers? Do you like sitting at the table with Category Managers? Do you enjoy thinking about the assortment, promotional policies, and new products? Then this position is for you!

Den Berk Délice

Den Berk Délice is a leading specialist in top-quality flavour tomatoes. Spread over 9 production sites, this largest tomato grower in Belgium grows and distributes its products with a keen eye for quality, innovation, flexibility and sustainability. For and by people. Every day, a motivated team of more than 800 people work on their mission; to let consumers enjoy the tastiest taste tomatoes 365 days a year. More than 60% of Den Berk Délice production is exported within Europe. The UK is one of the key growth markets for Den Berk Délice.

The vacancy **Account Manager UK Retail** has arisen due to the strong position the company has with retailers.

Responsibilities:

- Collaboration with distribution and trade partners to understand and serve the European retail market.
- Visiting existing retail customers and acquiring new customers through travel activities.
- Development of a strategic growth plan for the UK and Ireland in collaboration with the team.
- Work closely with the commercial team of Coöperatie Hoogstraten and report to the Commercial Manager of Den Berk Délice.

What can you expect from us?

- You will have the opportunity to work in a company with an informal atmosphere where you collaborate with driven colleagues who strive to be the best in tomato production and distribution every day.
- You will have the chance for continuous learning and development, both professionally and personally.
- Den Berk Délice has a strong position achieved through years of innovation, research, and marketing in a highly important and growing category in the retail sector. This position facilitates partnerships and in-depth discussions at all levels with the customer.
- Of course, this position comes with an attractive salary package, complemented by a company car and other fringe benefits.

Profile:

- Preferably, you have a Bachelor's or Master's degree, with a strong commercial mindset.
- A minimum of around 5 years of experience in Retail in the food industry.
- You can express yourself effectively in English.
- You enjoy traveling, with the willingness to travel approximately 20% to a maximum of 40%, primarily in England.
- You are a relationship builder and a smooth communicator. You can easily switch between the customer and departments within the company. You enjoy working autonomously and as part of a team. You are practical and results-oriented.

Interested in the job?

Then send your CV and motivation to
Loes van der Velden via loes@denberkdelyce.be

Your application will be treated with discretion and you can count on a personal reply.