

EXTER



Exter is a progressive organisation in the food industry. We produce high-quality savoury flavourings for application in food products such as snacks, meat substitutes, ready meals, soups, and sauces. Our products are sold to food producers worldwide.

We are focussed on our customers from our 6 regional sales offices located in Zaandam, the Netherlands; Bangkok, Thailand; Shanghai, China; Manilla, the Philippines; Jakarta, Indonesia; Montreal, Canada. And we are opening a sales office in Africa.

These sales offices are closely linked to our Regional Product Development Centres and our Production locations in Zaandam and Bangkok.



Sales Trainee (Zaandam)

Your Challenge

As Sales Trainee you will start with taking on responsibilities related to sales support, in which you will be directly responsible for the support of the international sales managers and customers. As sales support you get familiar with our organization, customers, and our products. In this position, you already have an important role in making sure that the sales results are met and at the same time you have the opportunity to learn and grow, while overseeing and taking part in the most important sales processes of the company.

You work based at the head office of Exter in the Netherlands, Zaandam. You will report to the line manager of Sales Support and will support the Sales Managers who are responsible for the sales in Europe, Africa, and the United States. In addition, you are also in close contact with the Sales Support team in Bangkok.

The purpose of the traineeship is to develop your knowledge and skills, with the support of an experienced Sales Manager, to grow into a Sales position in 1 to 2 years.

The main duties and responsibilities of the position are:

- Responding to general questions and requests of customers and sales managers (e.g. product information, conditions of sales, production planning).
- Data administration in SAP (ERP system) and Salesforce (CRM system).
- Active commercial approach to customers with propositions.
- Proactively identify issues and opportunities.
- Participating in cross functional meetings.
- Analysing sales data and create reports.

Your Profile

- Bachelor's degree in a related field.
- Eager to grow into a successful sales manager, active in multiple countries, within 1-2 years.
- Excellent interpersonal and communication skills.
- Ability to multi-task.
- Ability to keep record of administration with attention to detail.
- You are deadline oriented without compromising the process.
- Knowledge and ability to collaborate with other departments.
- Organizational, analytical, and problem-solving skills.
- Able to work with Microsoft Office Excel, Word and PowerPoint.
- You have experience with CRM and ERP applications.
- Preferred language skills: 1) English, 2) Dutch, 3) French, 4) German.

What we Offer

- Working in a dynamic and innovative international environment.
- Space for professional development and training.
- A competitive salary appropriate to your experience.
- 30 vacation days.
- A bonus scheme.
- Your own contribution to the pension scheme is only 5%.
- Travel allowance of € 0,23 per kilometre, or full reimbursement of public transports travel costs.
- Bicycle plan.
- Regular fun staff events.

Interested ?

Please send your CV to jobs@exter.com

This is in alle smaken