

Consumers everywhere are increasingly conscious of the quality of the food they eat. Puratos develops, produces and distributes a unique range of ingredients for bakers, pastry-chefs and chocolatiers who demand the very highest quality. Founded in Belgium in 1919, Puratos is growing rapidly with over 8500 employees in 74 countries, with a consolidated turnover of over €1.9 billion in 2018. Our passion for innovation, pioneering spirit and core values continue to propel our global ambitions.

## **Position Overview**

Based at our Japan Headquarter in Tokyo, in order to further strengthen our Tokyo/Kanto Artisan and Semi-industry team we are currently seeking a:

### **Sales Manager Artisan & Semi-industry** (Tokyo/Kanto area)

Reporting directly to the artisan & Semi-industry sales Director, the successful candidate for this key function will be responsible for expanding the sales of Puratos products in the greater Tokyo area in the Artisan and Semi-industry channels. This includes working with wholesalers and end-users, both artisans and semi-industries. The sales manager has a team of 5 sales supervisors reporting to her/him.

## **Key Tasks and Accountabilities**

- Lead a team of 5 sales people, providing direction, coaching, developing talent and building a high performance team
- In close collaboration with the Sales Director, implement the semi-industry expansion plan
- Prepare the annual budget for his/her area; breakdown by key customers and product groups. Plan and execute activities to ensure that the budget is achieved
- Ensure optimal balance of contact with end users and wholesalers; build direct contact with end users, but also gain full support of agreed priority wholesalers
- Define the specific needs of these companies in the area of product & service and develop & execute plans to meet those needs
- Support sales/marketing activities as required: exhibitions, presentations, demonstrations, receptions, etc.
- Work closely with marketing and technical sales demonstrators to actively introduce new products to existing clients and existing products to new potential clients through a finished goods approach

## Profile

- University degree
- 5+ years with sales leadership experience with proven results in delivering growth
- Experience in food related companies, preferably in the field of bakery, confectionery and chocolate
- Experience of artisan/wholesalers and semi-industry or industry customers
- Open to cultural diversity
- Reasonable English level

## Required Competencies

- Finds and implements creative and innovative solutions for business challenges
- Develops and shares strategic business and market insights and translates these into solutions for the business
- Favors teamwork and nurtures team spirit
- Has a strong quality and customer orientation