

ACCOUNT MANAGER

JOIN A EUROPEAN MARKET LEADER WITHIN THE FOOD SECTOR

As Account Manager at Scandic Pelagic, you will be responsible for BtB sales of herring products to the European markets. The products are processed in Scandic Pelagic's production, which is among the most effective and modern world-wide.

With direct report to the Sales Director, you will be part of the Sales organisation of nine employees within direct sales, sales backup, and logistics. You will be a vital part of the realisation of the company's business strategy and continuous development of existing long-term relations and new customers.

The sales process is complex and is internally performed as a team effort in close collaboration between sales, sales backup, purchasing, and production.

YOUR MAIN RESPONSIBILITIES AND TASKS ARE:

Sales to customers from both stock and fresh landings;

- Planning and implementation of sales in close collaboration with purchase and production
- Continuous development of sales and products within given markets
- Build value-based and long-term collaborations between customers and Scandic Pelagic
- Work actively with forecasting and optimisation of margins
- Proactively strive to reach the set targets, personally and those of the sales organisation in general

Your qualifications are based on experience with BtB sales within the food industry, retail, food processing industry, or related sectors.

You may have a commercial and educational foundation, but more importantly, you have an analytical and international mindset and natural relationship-building skills. You thrive with complexity in an environment with a complete value chain and covering the customers' needs in alignment with market conditions.

You are a person who takes leadership and has a positive and solutions-oriented mindset.

Scandic Pelagic has a strong market position and still with potential to develop. The position of Account Manager holds good opportunities to grow in the position, professionally and personally.

Travelling: Estimated 50 days per year.

For more details about the job or the company, please contact Unique Human Capital, Research Consultant Kristina Østergaard +45 24 90 09 21/ kro@uhc.dk. All applications must be in English and are treated confidentially.

SCANDIC PELAGIC AIS is one of the world's leading pelagic companies specialising in herring products customised to customer needs.

Scandic Pelagic is a new company structure but rests on more than three-quarters of a century of experience in the processing of herring. This is the result of targeted consolidation in the processing of fish products – and the history can be traced back to the period between the two world wars.

Read more at www.scandicpelagic.com



THE HERRING SPECIALIST