



# NUMIDIA

YOUR EXPERT PARTNER IN DAIRY

For our Commercial Department at our HQ in Herten (Roermond) in the Netherlands, we are looking for a

## **(SENIOR) ACCOUNT MANAGER MULTINATIONALS (M/F)**

Fulltime

If you are interested in a challenging, international, commercial position in which you can combine accountmanagement and global trading, then we are looking for you!

### **The position**

At our Commercial Department, our Employees buy and sell dairy products worldwide, in more than 100 countries. As a Senior Account Manager you will take care of the larger accounts internationally and be their first point of contact to Numidia on commercial matters and leading your account team. You will strive for long-term relationships; we firmly believe this can be accomplished with a personal and proactive approach and delivering high quality products and services.

### **Tasks and responsibilities**

- Sell dairy products in the assigned customers;
- Leading the assigned account team;
- Maintain and develop existing and new external relationships with multinationals, e.g. by visiting them and meeting them at international fairs;
- Understands customer requirements and translate these into sustainable sales strategies;
- Takes care of a professional, efficient execution of sales contracts and ensures good collaboration internally;
- Identify and follow the assigned market and product developments and communicates this with colleagues; Sees opportunities in the market and initiate/coordinate required action on the trade floor;
- Applies risk management on sales and purchase activities (reliability, claims, currency, credit limit, payment terms) and follows up on non-conformities related to these;

### **We offer**

- A challenging job;
- Working within an international environment;
- Working within a young, fast growing and multi-cultural organization;
- Working within a company that is certified as "Great Place To Work";
- Various training and development opportunities;
- A competitive salary and excellent secondary employment conditions.

### **We are looking for a (Senior) Account Manager Multinationals who**

- Has a BSC / MSC degree;
- Have >3 years of experience as an accountmanager for multinationals;
- Commercial skills / trade spirit and socially skilled;
- Possesses the following competences: Teamwork, Effective Communication, Management and Responsibility, Leadership, Focused and Initiative, Customer focus, Relationship building, Analytical, Financial Awareness;
- Has good knowledge of automated systems;
- Is fluent in English and preferably Dutch. Other language skills are welcome.

### **About Numidia**

Numidia is a dynamic company, specialized in the international trade of quality dairy products (butter, cheese, milk powders, liquids, etc.), dairy related ingredients and dairy derivatives. Our clients and suppliers are located worldwide. Numidia has, next to the HQ in The Netherlands, offices in Montevideo, Dallas, and Singapore. We built a strong track record in dairy industry and with our market- and product expertise, a personal and pro-active approach and we strive for operational excellence with people who make the difference in all areas. Our core values are transparency, reliability, flexibility, authenticity and long term relationships.

### **Are you interested?**

Do you want to make the difference? Good! Please send your resume and motivation letter to [HR@numidia.nl](mailto:HR@numidia.nl) and we will reply shortly. If you have any questions about this open position, you can also send it to [HR@numidia.nl](mailto:HR@numidia.nl).