



# Junior Account Manager Health Ingredients

In order to accelerate its growth strategy, BioActor is now looking for a Junior Account Manager Health Ingredients to develop new business in Europe.

The applicant will be part of the Sales & Marketing team, reporting to the General Manager. The role will be to drive the commercial development with the initial focus on Germany, France, Italy and UK.

You will be accountable for the *BtoB* sales activity, lead generation and project management in Western Europe.

The market opportunities are significant and BIOACTOR has some aggressive targets to meet over the next 2-3 years. Therefore, it is important we find the right individual who has the skill set, motivation, and drive to build BIOACTOR's success in the healthy ageing and active living ingredients market.

## Top Reasons to Work with Us

1. Become part of a dynamic "start-up-like" Dutch life science company that is rapidly growing in the Healthy Ageing & Active Living nutraceutical industry.
2. Join a small but international team where your ideas will be heard and initiative is rewarded.
3. Work on the forefront of innovation in nutrition on a global level.

## Key Responsibilities

### **Commercial development / Market management with partners:**

- Generate sales and margins by targeting and opening new BtoB business for our range of healthy ageing and active living ingredients
- Generate & contact leads using different channels (phone, email, visits and tradeshows)
- Travel to potential and existing customers on a regular basis, maintain the CRM (e.g. visit reports)
- Be the key person for following-up distributors in your area

## Profile

### **Formal requirements**

- BSc or MSc in Nutrition, Food Technology or Life Sciences is a MUST
- 1-2 years of relevant commercial experience would be nice, but a graduate that ticks all the other boxes could also work; please read the bullet point on mentality!
- ability to present and sell science-based products.
- Excellent understanding of MS Office (Excel, Word, PowerPoint)
- Excellent communication/ skills and fluency in English (spoken and written) and preferably Italian and/or German
- Excellent presentation skills are a must

## **The right personality**

The right personality is key for us! If you recognize yourself in the following traits, please apply:

- Trailblazer mentality, not afraid to knock on closed doors, ability to build networks
- Diligent in follow-up (delighting the customer ...), no 9-5 mentality.
- You are very transparent and like to share information with the team.
- Team player, with the ability to work independently in a fast-paced start-up environment

environment

- You are not afraid of details and have a critical mind, able to fine-tune a product presentation to hit the sweet spot of a potential customer.

- You find results more important than the quality of your hotel room

## **We offer:**

We offer an exciting fulltime job in a dynamic environment, a competitive remuneration package, whereby a performance related bonus provides major upside and flexible working hours. We encourage initiative, transparency and invest in training and personal growth.

## **Interested?**

Any applications, including CV and cover letter should be send by email to [info@bioactor.com](mailto:info@bioactor.com).

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