

As part of the continuing programme of integration for our businesses, an opportunity has emerged for a significant new role.

The KETTLE® and GoPure brands are increasingly enjoyed throughout Europe and we have ambitious plans to triple our business in International markets over the next 3 years. As an International Sales Manager you will play an important role in delivering against this plan by directly engaging key retail customers and distributors in the Netherlands and Belgium.

Yellow Chips  
Fabrieksweg 6  
8304 AT Emmeloord  
The Netherlands  
T +31 (0)85 877 11 60  
www.yellowchips.nl



*Advertisement:*

## Kettle Foods and Yellow Chips are looking for an International Sales Manager (m/f)

### **This is your job**

The International Sales Manager enables the strategic plan to grow extensively in the Dutch and Belgian markets over the next few years. You will engage retail customers and the distributor in these two markets and will invest in building strong relationships to maximize distribution, promotional feature display and new line introductions. You will also be involved in developing a strong local sales growth strategy in collaboration with the Head of International Sales and have full P&L responsibility. Increasing sales and brand awareness is vital for this role. With the full back up of the UK head office, you independently expand sales. Kettle Foods is looking for an entrepreneurial and experienced International Sales Manager with broad branded retail expertise and excellent negotiation skills. Prior P&L responsibility and affinity with marketing are a must. You are someone who takes full responsibility for sales opportunities and likes to cooperate with the international team. You interpret customer and category strategy to generate inspiring proposals. In this role you close great deals, but also execute the consumer promotional program for the branded products. You have a broad understanding of the P&L and the leavers, to improve bottom line returns and are able to present clear and compelling business cases. You are mostly on the road and will be working from home.

### **What do we offer?**

An independent and highly entrepreneurial International Sales Manager's role. Responsibility for branded and private label products for which you determine the right local strategies. A portfolio of on trend SKU's and a recognised brand. The full support of an international head office. Frequent travel to the UK. Flexibility in your work and working hours. Contracting will be initially temporarily, at proven success permanent contracting & company bonus.

### **Your background**

- Dutch and English spoken and written language
- Branded sales experience managing direct relationships with European retailers and markets
- A good understanding of the challenges of food export into European retailers
- P&L Management
- The role will require travel within markets and frequent travelling to the UK
- A self-starter of resilient nature, as this is a standalone role
- A strong corporate citizen with the ability to dovetail back into the organisation whilst operating remotely
- Commercially focused with strong numerical skills (experienced user of Excel)
- Strong background in key account management
- Effective internal networker

### **Interested?**

Please send your application and resume to [vacature@yellowchips.nl](mailto:vacature@yellowchips.nl). If you have any questions, you can call Mariët Heestermans-Duikersloot, HR advisor 0031650575626.

