



ACCOUNT MANAGER FOOD & BEVERAGES

Realco is a fast-growing Belgian company active in environmental biotechnology. Our team of about 50 passionate employees develops, produces and markets sustainable hygiene solutions based on green chemistry.

Whether it's for private households, the food industry, healthcare or water treatment experts, we put the enzyme at the heart of our technology and innovations.

By joining Realco, you will be putting your talents at the service of a hygiene industry geared towards the ecological transition, in a sector where awareness is evolving for a more sustainable future. We work as much as possible in shared governance and at Realco, each employee is above all a human being in his or her own right. Well-being at work is at the heart of our concerns.

To strengthen our Sales Team, we are looking for an experienced Account Manager to develop the Food & Beverage Industry market in the Benelux. You will be working in a small, close-knit team that likes to take on many challenges.

Main roles and responsibilities :

As Account Manager, your main activities are:

- Observe and analyse the hygiene and detergents market in the Benelux industries, the evolution of customers and their needs and the competition
- Develop the sales strategy and implement it
- Increase the customer portfolio by actively prospecting in your area
- Manage the sales process from A to Z
- Negotiate contracts with partners, distributors and suppliers
- Participate in the development of the product range
- Establish and maintain long-term relationships with customers
- Acting on the field to carry out treatments, provide intervention reports, train end users
- Reporting and sales administration



Who are you ?

- You have a technical-scientific background, ideally related to the food industry
- You have at least 5 years experience in a commercial function in the F&B market
- You are no stranger to industrial hygiene processes
- Negotiation, sales techniques and customer approach are second nature to you
- You are able to follow a strategy, a budget, to talk about turnover, margin and profit, to read and work in an Excel table
- You are administratively rigorous
- You master Dutch and are fluent in English
- You like to move around and meet customers

We offer :

- A full-time permanent contract with a 39 hours/week which bring 6 extra days of compensatory leave per year
- A fair remuneration in line with your experience within an ethical and forward-looking company (gross monthly salary, company car and various extra-legal benefits)
- The opportunity to develop and train
- A corporate culture based on cohesion, responsibility, authenticity and creativity
- Participative management at the service of a committed team
- The possibility of taking initiatives and having a strong impact
- A collegial working atmosphere

Interested ?

To apply, send your cv and cover letter to Sandrine@realco.be