

Job offer

Sales & Business Development Manager (M/W)

OLVEA is a **leading supplier of vegetable and fish oils for nutrition and cosmetics**.

Family-owned Group founded in Fécamp (Normandy) in 1929, OLVEA's initial activity was cod liver oil trading. Today, the Group counts **12 subsidiaries** (Europe, Africa, USA) and a workforce of nearly **300 people worldwide**. With more than **65,000 tons of oil** per year, OLVEA has a turnover of more than **160 million euros** and an annual growth of **10%** over the last 10 years.

For nearly 15 years, OLVEA has chosen to develop **sustainable and fully integrated supply chains** in the countries of origin of its raw materials, in order to participate in their development and improve its environmental impact.

More recently, OLVEA inaugurated its own **eco-refining unit**, located directly on its main site in Normandy. This plant allows us to control our processes, to be more reactive and flexible, and to offer our customers **biosourced and eco-refined vegetable and fish oils**.

To support and accelerate the growth of OLVEA Fish Oils, we are looking for a **Sales & Business Development Manager for Europe & US markets (M/W)**. This position is based in Saint-Léonard (76), remote location is possible.



Job description

“Striving for People and Nature” is not just OLVEA's motto but an inherent part of our DNA. In the context of a strong growth in the Omega-3 consumption, we are looking for a **Sales & Business Development Manager** to expand our current business while developing new market.



Missions & Responsibilities

Reporting to the Managing Director of the Business Unit Fish Oils, you will be in charge of the development and growth of our business with Food Supplement customers in Europe and US. In this role, your main missions will be:

- Manage a portfolio of key existing customers and develop new ones,
- Identify market needs, trends, key success factors in the regions,
- Identify new potential customers, understand their needs and buying decision processes,
- Develop cross-functional relationship at customers (sustainability, R&D, procurement, quality ...),
- Analyze the competition and market in order to report any business or technical information that may impact the Business Unit,
- Build a price offer and negotiate all terms and conditions to enable sales execution,
- Use and contribute to our CRM system (meeting reports, contacts), provide sales report,
- Provide accurate customer forecasts inputs for our S&OP,
- Attend relevant tradeshow in France and abroad

This position requires the ability to travel up to 50% of the time.

Profile



Qualifications & Requirements

Graduated from Bachelor degree, MSc or Business school, the ideal applicant demonstrates a proven Business track record in B2B Food/Feed industries.

Preferred previous experience:

- A Technical & Commercial background in Chemical, Food and Feed Industries.
- Minimum 15 years' experience in a similar role: Commercial / Marketing / Trading within the B2B industry.
- Knowledge in Oils & Fats is a plus.



Technical skills & Abilities

Curiosity, adaptability, open-mindedness and pragmatism are part of your vocabulary.

Autonomous in organizing your work, you are flexible, at ease with working with teamwork and used to collaborating with cross-disciplinary teams.

Fluent in English, any other European language knowledge would be an advantage.

You have excellent interpersonal skills and have demonstrated real effectiveness in driving business growth.

You have excellent oral and written communication skills.

Your strong network of industry connections would be another advantage.

Compensation will be determined according to profile and experience.



Benefits of the position

- A company strongly committed to sustainable development and to its corporate values,
- A dynamic group that encourages new ideas and initiatives and has an important growth ambition.
- A company that cares about the well-being of its employees.

Are you looking to join an ambitious team and a dynamic and challenging environment?

This job is meant for you! Send your application to Aline GAUCHER: agaucher@olvea.com

www.olvea.com

From sources you can trust

