

For nearly 25 years, Alliance Consulting has distinguished itself as a trusted partner dedicated to supporting its Clients' growth, both through organizational optimization and business development.

Our client, a major European player in the development and commercialization of natural food ingredients (extracts, powders, functional solutions), is seeking, in order to drive its commercial strategy and accelerate growth across key European markets, its

Food Ingredients Sales Director

Your main responsibilities:

Define and implement the commercial strategy across the Food, Nutrition, Beverage, and Specialty Ingredients segments.
Manage and develop a client portfolio composed of international manufacturers and key accounts.
Identify new market opportunities, lead strategic negotiations, and secure high-value partnerships.
Lead and support a multicultural sales team spread across Europe.
Collaborate closely with the Marketing, R&D, and Supply Chain teams to guide the development of new solutions.
Monitor commercial performance, analyze KPIs, and deploy commercial action plans.
Represent the company at international trade fairs and with key decision-makers in the sector.

Profile required:

- Higher education in business, food engineering, food sciences, or equivalent.
- Solid experience (10+ years) in selling food ingredients (extracts, powders, flavors, nutraceuticals, or functional solutions).
- Expertise in managing strategic accounts and negotiating complex contracts.
- Excellent leadership, strong commercial acumen, and strong results orientation.
- Autonomy, ability to work remotely, and capability to manage teams at a distance.
- Fluency in English required; another European language is a major asset.
- Strong customer focus and deep understanding of the dynamics of the ingredients market.

What we offer:

- A strategic role at the heart of the European growth of an industry leader.
- High autonomy thanks to a 100% home-office position, with regular travel.
- Innovative natural products recognized for their quality.
- An attractive package and strong growth opportunities

Location : Home office - **Reference :** FIS405 - **Contact :** contact@alliance-consulting.ch

We thank you in advance for sending us your CV, which we undertake to treat with the utmost confidentiality.