



**fascinating.  
taste.  
performance.**



**akras**  
let there be taste



Akras Flavours is a privately held Austrian company in the food flavor business. Akras Flavours has created worldwide successful flavours for over 85 years and specialises in high quality ingredients for the beverage industry.

We are looking for a talented and motivated

## **AREA SALES MANAGER MENA (F/M)**

### **JOB RESPONSIBILITIES**

As a binding link between head office in Austria and our customers you will identify business potential in the area of MENA countries (Gulf, Levant, Africa) and act as determined key account manager. You will

- create marketing strategies for different regions and establish traders and distribution partners,
- build successful relationships with new and existing customers,
- start proactive product presentations with customers and partners,
- collect and develop briefings and flavouring projects from and with customers,
- negotiate with customers commercial terms, including payment terms, prices,
- report on meetings, project progress, briefs and competitor activity and
- intensively travel to customers and our home base in Austria
- increase our market share in the region

### **JOB REQUIREMENTS**

- Bachelors or Master's degree or equivalent, Degree or practical experience in Food technology is a plus
- Solid experience in B2B sales and key account work (preferably food ingredients or food products)
- Profound customer service culture
- Creativity for developing food concepts and taste experiences
- Excellent interpersonal and communication skills
- Excellent Arabic language skills
- Organisational skills
- We request the ability to work independently and handle multiple tasks

### **WHAT WE OFFER**

- You will join an exciting and highly creative industry
- We offer a chance to participate in the process of product development and food production
- You will learn from top food and flavour experts in Europe and will be part of our Austrian team
- You will benefit from multiple trainings and educational programs in Europe
- Your remuneration is based on a fixed salary and an interesting variable part depending on sales and achievement of sales targets

Akras Flavours is a place where you can grow your career and where people can make a difference.

If you are the one we are looking for mail your full application (CV, records, certificates, ...) to

[bewerbung@akras.at](mailto:bewerbung@akras.at)

For more information pls visit our website: [www.akras.at](http://www.akras.at)

**AKRAS Flavours GmbH**

A-2362 Biedermannsdorf - IZ-NÖ-Süd, Strasse 1, Objekt 29