



Rhumveld Winter & Konijn B.V. is looking for a

# (Senior) Account Manager France

Rhumveld Winter & Konijn B.V. ([www.rhumveld.com](http://www.rhumveld.com)) is part of the Monchy Food Company. Rhumveld, founded in 1919, is specialized in sourcing and distribution of a wide assortment of organic and conventional nuts, dried fruits, edible seeds & superfoods.

The main customers are industrial processors, wholesalers and retail packers in the European market. Rhumveld employs about 25 people; most of them at the headquarter in Capelle aan den IJssel.

But also we have colleagues working from various sourcing and sales offices in the United Kingdom, Germany, Estonia, South-America and China.

This position is responsible for the sales of our products to external customers in France; to develop the marketing and sales of our products with the French organic and conventional retail packers and industrial customers. It involves customer satisfaction, opportunity and risk assessment, departmental improvements, and information exchange with other traders.

In this position you will directly report to the commercial director and will work very close together with the purchase, quality and customer service department.

Account management is key in this function so you will travel frequently abroad and will also be visiting the origin from time to time.

## **Qualifications:**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

## **Education:**

Candidate must have at least a Bachelor of Science degree in Business Management, Marketing, and/ or International Trade.

## **Experience:**

At least five years of trade experience, sales and/or training; or equivalent combination of education and experience.

Experience in the field of nuts, dried fruits, superfoods or other commodities is a plus.

**Knowledge and Skills:**

Candidate must possess strong organizational skills and effective contract negotiation skills. Must have outstanding verbal, written, multi-tasking and presentation skills in English and French. Experience in an import/export environment and successful customer service experience. Ability to solve challenging problems, prioritizes, meet deadlines, and works with minimal direction. Must have a working knowledge of MS Word and MS PowerPoint software, and be proficient with MS Excel software.

**Travel Requirements:**

Estimated 30% travel to customer & trade shows. Overseas travel may be required.

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change.

**INTERESTED ?**

Please send your CV and letter to: [p.vanschijndel@rhumveld.com](mailto:p.vanschijndel@rhumveld.com)

If you have questions please contact Paul van Schijndel (Director Organic) - tel. number 010 - 233 09 00. Or check [www.rhumveld.com](http://www.rhumveld.com)

***Acquisition on our vacancies is therefore not appreciated / Acquisitie naar aanleiding van deze vacature wordt niet op prijs gesteld!***