

**We are knowledge leaders.** As an international specialty supplier of natural oils and waxes for the food and personal care industry, we lead with our expertise. Our customers value us as an independent, flexible, and experienced partner who speaks their language – whatever it may be.



We are looking for you and your ideas for interesting product concepts around supplement ingredients. We offer a permanent contract and flexible working hours.

As **Business Development and Sales Manager | Omega-3**, you can expect to find

- > strong products with clear differentiating features,
- > opportunities to advise customers on natural raw materials for food supplements and babyfood,
- > projects with room for personal development,
- > a firm of experts that is well positioned in the market,
- > and an interesting customer mix, from medium-sized businesses to global players.

#### Your task

- > You will develop a young business area in the field of vegan and sustainable omega-3 ingredients, formulate strategies for growth and acquisition and plan distribution focusing on Europe.
- > You will expand business with existing customers and bring in new customers.
- > You will understand our products and their advantages for the customer.
- > You will compellingly emphasize the product benefits – for our customers' procurement, product development, marketing, and quality management departments.
- > You will develop relationships and serve as a trusted adviser.
- > You will work closely with team leaders and management and our experts from science and regulations, quality, and logistics.

#### Your background

- > Your strength is selling products that require user education to B2B customers. You are passionate about your work.
- > Your experience in functional food ingredients or dietary supplements will be highly valued, establishing you as an authentic partner to our customers.
- > Even without a ready-made sales concept, you dive right in, develop your own ideas, take the initiative, and create your own concept.
- > All team players: We need you! Together is better. We believe that, and we live it.

- > Preferably, you have a college degree or received on-the-job training in the field of business management or a related field.
- > Ideally, your English sounds beautiful, whether you talk, sing, or write. At the very least, our customers and suppliers can comfortably communicate with you (>50% will speak English). Other language skills are welcome.

### **Our offer**

- > A job where you can use your strengths to make a difference
- > A dynamic position with an international focus
- > Personal responsibility and creative freedom
- > A family business with flat hierarchies and efficient decision-making
- > An attractive compensation package that includes profit sharing
- > Remote work and flexible working hours to balance work and family life
- > Structural career planning that includes extensive personal and professional development opportunities
- > A great team with a friendly work atmosphere
- > A modern city office at the corner of Bergstrasse and Mönckebergstrasse
- > 30 days of leave annually
- > Tax-free public transport and a bike subsidy
- > Beverages, team lunches, and events

We look forward to receiving your application! Please send your documents with salary requirements and your earliest start date to Juliane Sassmannshausen, [bewerbung\[at\]imperialoel.com](mailto:bewerbung[at]imperialoel.com).