



SOTECNA S.A. is an innovative Belgium-based company whose main activity since its inception in the 1950's is the production of 100% pure and natural Essential Oils in Lessines. In 2006, the company became part of Floridienne Life Sciences division, a listed Belgian company specialized in niche markets.

SOTECNA S.A. is a premium producer/supplier of Natural Ingredients:

SOTECNA S.A. supplies the Flavours & Fragrances industries with its 100% pure and natural Essential Oils, the Cosmetics & Nutraceuticals Industries with its Snail Extracts, and provides the Food industry with Vanilla beans from Madagascar and Papua.

The company is strongly growing and continues its international development.

In order to support the development of Sotecna, we are looking for a sales-driven and customer-oriented:

## **Junior international Sales Executive (M/F) Essential Oils - Snail Extracts - Vanilla Beans**

### **Main Mission :**

As a Junior International Sales Executive, you will become an essential part of the daily organisation and performance of the sales activities of Sotecna, Your main responsibilities include recommending improvements to current sales strategies, managing and monitoring potential and existing customers accounts and be able to continually identify new sales opportunities through customer referral.

### **Job description:**

- ✓ Developing and sustaining long-lasting relationships with customers.
- ✓ Manage existing customer portfolio.
- ✓ Expanding customer portfolio (prospection).
- ✓ Monitoring customer accounts (turnover; volumes & margins.)
- ✓ Identifying and assessing customers' needs to achieve satisfaction.
- ✓ Keeping track of sales targets (in relation to the budget).
- ✓ Order confirmation aligned with production.
- ✓ Answering phone calls and e-mails from customers, forwarders, prospects ...
- ✓ Handling complaints, providing appropriate solutions and alternatives within the time limits and follow up to ensure resolution.
- ✓ Participate at two professional fairs a year.
- ✓ Attending exhibitions.
- ✓ Marketing: actions & support.

### **Profile:**

- ✓ You hold a bachelor's degree in: International Trade, Management, Economy business, marketing/communication, languages or equivalent
- ✓ A first experience in B2B sales environment would be an asset but not explicitly necessary.
- ✓ You have an excellent knowledge of:
  - English and French. Dutch and German optional
  - MS Office Suite.
  
- ✓ **Your values and skills include:**



- Good command of sales techniques.
- Good communication skills.
- Enthusiastic, young hands on personality.
- Team player, able to work well in a group setting as well as independently.
- Flexibility and proactivity.
- Accuracy and attention to detail in administration.
- Good organizational skills.
- An ability to work under pressure and towards deadlines.

**Offer:**

- ✓ The opportunity to contribute to the growth of a niche market, exploiting natural resources in good ecology.
- ✓ Attractive work environment in the field of life sciences.
- ✓ The opportunity to integrate and leave your mark on a growing group.
- ✓ A contract with extra-legal advantages in line with the position's responsibilities and your experience.
- ✓ All training will be accommodated to be able to become a knowledgeable communicator towards our customers (product and market information, sales techniques)

**Place of work:** Waterloo and Ghislenghien/Lessines (4 days office work – 1 day telework)

**Interested**

Please send your CV together with an adapted cover to Tatiana Antosieva (HR) at [tan@floridienne.be](mailto:tan@floridienne.be)

**Your application and related information will remain strictly confidential.**