



APEOX, based in Bischofszell, Switzerland, has been combining tradition with innovation in the production of functional pectins and blends since 1937. Our strengths are in-depth application knowledge and a strong customer focus to provide the highest level of support and an optimal customer experience. With our versatile portfolio of OBIPEKTIN pectins, we meet our customers' needs for quality and perfect texture worldwide. We rely on the natural power of pectin from apples and citrus fruits to create consumer-friendly products with natural appeal. Our commitment to quality and safety is underpinned by a comprehensive testing system and various certifications, while we stay close to our customers through global distribution partnerships.

To strengthen our service team we are looking for you as

SALES MANAGER MEA (m/f/d) 100 %

Qualifications and experience:

- Professional experience in sales: Several years of experience in sales, preferably acting independently, with proven success in increasing sales and market share.
- Industry knowledge: Good knowledge of the specific industry in which the company operates, good application experience in food ingredients including the competitive landscape, customer needs and product trends.
- Educational qualification: A university degree in business administration, marketing, communications or a related field may be preferred.
- Technological competence: Familiarity with Office suite, data analysis tools and other technological resources used in the modern sales process.

Skills:

- **Strong communication skills:** Both written and verbal to communicate effectively with the team, clients and management.
- **Strategic planning:** Ability to develop and implement sales strategies that are aligned with the company's objectives.
- **Analytical skills:** Ability to analyze market data to make informed decisions and adjust sales strategies accordingly.
- **Negotiation skills:** Strong negotiation skills to secure business deals and maintain profitable customer relationships.
- Cultural awareness of the accounted sales region.
- **Problem-solving skills:** Ability to proactively identify challenges and implement effective solutions.
- **Willingness to travel:** We are looking for a candidate with high flexibility, who is willing to travel and who can quickly adapt to different time zones and cultures. The role also requires strong organizational skills.



Personal qualities:

- **Adaptability:** Flexibility to adapt quickly to changing market conditions or corporate goals.
- **Self-motivation:** A high degree of initiative and the ability to achieve goals independently.
- **Team skills:** The ability to work effectively as part of a team and promote a positive and productive working environment.
- **Integrity and ethics:** Strong ethical principles that emphasize transparency in the sales process.
- **Language skills:** Excellent written and spoken communication skills in German and English, business fluent in both languages. Additional language skills in Arabic and/or French would be ideal in order to strengthen our international presence and understanding of various markets.
- **Entrepreneurial thinking:** The ability to recognize and take advantage of business opportunities and an understanding of the impact of decisions on the bottom line.
- **Self-discipline:** The strength to work consistently and with focus, to set priorities and to stick to plans even without external control.

We are looking for Sales Managers MEA who appreciate the value of teamwork and collaboration, bring a strong customer focus and be able to convince through integrity and ethical behaviour. Candidates should be open to innovation, have a continuous need to learn, and have a strong results orientation to not only meet but exceed our sales targets. Flexibility and adaptability in a dynamic market environment are essential for us to achieve mutual success.

WHAT DO WE OFFER YOU?

- ✔ A pleasant working atmosphere with varied and responsible tasks
- ✔ Home office regulation
- ✔ Scope for decision-making and action
- ✔ A creative and open working atmosphere
- ✔ Comprehensive training as well as professional and personal development

Do you immediately think: This is my job? Then send your CV, your motivation, your earliest possible starting date and your salary expectations to bewerbung@apecx.ag.

You will then be informed as soon as possible whether you have been selected for an interview. We will of course treat your personal data with care. All applications will be treated equally and in terms of content.