Since 1994 Galactic has become one of the world's greatest leaders in biotechnology serving the food, feed, personal & health care, and industrial markets. Based on its valuable experience in the fermentation of lactic acid and other derivatives, Galactic continuously develops sustainable, innovative and health-friendly solutions in the field of food safety, nutrition and green chemistry. With headquarters in Belgium, production facilities in the United States, China and Belgium, and sales offices in Belgium, United States, China, Japan and Brazil, Galactic employs more than 350 people worldwide and is active in more than 65 countries.

To reinforce our Market Development team, we are looking for a

Food Engineer / Food Technologist

Technical Sales Support

Your mission:

You support our sales team by visiting customers, understanding their technical needs, recommending and testing technical solutions.

Your responsibilities:

- In coordination with the sales team, you visit customers/prospects to identify their technical requirements
- You recommend solutions to drive sales growth and improve profitability
- When appropriate, you translate technical needs from customers into development projects and you guarantee a close follow up of those projects
- You design test programs to develop new applications and promote new products
- You set-up strategic development relationships with key-accounts
- You contribute to sales strategies by evaluating current product results; identifying needs to be filled; monitoring competitive products; analyzing and relaying customer reactions
- You organize trainings for the sales team and distributors
- You participate to the preparation of technical support documents (application sheets, technical brochures, technical presentations)

Your profile:

- 3 - 5 years' experience in the Food Industry in a similar position
- Master degree in Food Technology or Food Engineering or equivalent by experience
- Fluent in English and French. Another European language is a plus.
- Good experience in selling technical solutions in a B to B environment
- Face to face customer engagement experience at all levels
- Easy speaker, communicative and persuasive

Skills:

- Customer/ Solution focused
- Technically minded with sound commercial sense
- Ready to travel up to 50% of the time mainly in EMEA zone
- Target oriented
- Self motivated

Work environment:

Based in Brussels (Anderlecht)

Direct reports:

Reports to the Market Development Manager – Food based in Brussels (Anderlecht)

Our offer:

- A challenging position giving you the possibility to take an active part to the development of an innovative company.
- A human sized company with international dimension, encouraging autonomy and team spirit.
- An interesting salary package and company car.

Interested?

For more information contact: ***alain.bernard@lactic.com*** – Global Market Development Manager - Food