

**Job title:** Area Sales Manager (m/f)  
for BENEEO Asia-Pacific – in Singapore

**Overall objective:**

- Defend and further increase the profits with the available product portfolio
- A strong relationship with the GAs, KAs and SNP in the area
- Eyes and ears in marketplace to identify trends and other market changes

**Tasks:**

- Customer strategy, timing of area-specific sales activities in the market
- Manage distributors (e.g. defining budget, defining customer visits, review meetings, proposing changes...)
- Develop and follow up projects at customers level and turn the projects into existing business
- Keep tight control of accounts receivables/overdues
- Guarantee profitability of our business w/Distributors through volumes/products/price positioning
- Gather, analyze, and communicate area-specific market and competition data
- Successful problem solving for assigned Distributors
- Manage the area-specific marketing activities (e.g. coordinating customer days...) and involving relevant roles
- Negotiation of contracts and pricing
- Monthly reporting and Update CRM
- Provide, collect and distribute market related information
- Liaise internally with Technical, Marketing, Regulatory and Nutritional support teams

**Profile:**

- Bachelor and/or master degree in food technology or another science based degree
- Minimum of 5 years' experience in a food ingredients environment
- Fluent in Japanese, Korean, Vietnamese, Malay or Bahasa Indonesia is of advantage
- Excellent multi-lingual communicator
- Good communication skills (especially by phone and e-mail)
- Ability to prioritize, juggle multiple projects and meet deadlines, both as an individual contributor and support team member
- Able to work independently, self-motivated but team-oriented
- Willingness to travel (up to 40%)
- Detail-oriented and focused

BENEEO Asia-Pacific offers you this position in a good working and learning atmosphere in a small, but motivated team in Singapore's Science Park. We can help in obtaining the appropriate visa and permits.

If you would like to apply for this position, please send your CV and motivation letter to [christian.philippsen@beneo.com](mailto:christian.philippsen@beneo.com)