

Area Sales / Market Developer Food Service South Tyrol

We are not looking for someone to manage an existing market, we are looking for someone to actively develop it. For our strong brands (Hügli / BIG 5), we are developing the South Tyrol market specifically via the food service wholesale trade. We are looking for a sales personality with an entrepreneurial spirit, personal responsibility and a clear ambition to develop something sustainable

Hügli Nährmittel-Erzeugung GmbH
Schäfferhofstrasse 14
6971 Hard

Contract type	Permanent
Workload	38.5h
Start of employment	as of now
Language	German
Working time model	Target-oriented working time

Do you have any questions?



Thomas Kofler
Managing Director Hügli AT
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Apply online

You can find all the details online as well as the opportunity to apply directly.

Your tasks

- Establishment and development of the South Tyrol market in the food service sector
- Active market development via the wholesale trade
- Acquisition of new customers and expansion of existing customer relationships
- Implementing our sales and brand strategy in the region
- Close collaboration with Key Account Management (KAM) for wholesale
- Close cooperation with wholesale partners and customers on site
- Independent planning and management of your sales activities

What you bring with you

- Experience in field sales, ideally in the food service / HoReCa / FMCG / beverage / wholesale sector
- Network in South Tyrol or in the relevant market environment is an advantage
- Entrepreneurial thinking and high self-motivation
- Structured and independent way of working
- Strong communication skills and deal-orientation
- Very good knowledge of German and Italian

What we offer

Work-life balance
We offer at least 25 vacation days, a 4.5--day week and a flexible working time model. In addition, you can choose flexibly between working at the office or remotely, and benefit from special leave for special events such as marriage or birth.

Mobility
We offer excellent public transport connections, ample free parking directly on site and the opportunity to use JobRad.

Professional development opportunities
We offer you a wide range of opportunities for personal development, an extensive further training programme (COOP training programme) and an open corporate culture that creates space for ideas and innovation.

Health
Your well-being is important to us: Benefit from our health management programme and ergonomic workstations