



Area Manager (m/f/d) – Food Service / Catering for the Greater Leipzig Area

Important note before we begin: For this role, we require you to be based in Leipzig or the surrounding area. Are you familiar with the hospitality industry, passionate about sales, and keen to actively develop your territory? If so, we have a field sales role for you offering a great deal of personal responsibility and scope to shape your own work. Sales is about having the drive and the skills: you enjoy engaging with people and breaking new ground, and you also have the resilience and ambition needed to learn from setbacks ('a willingness to fail'). As a District Manager, you'll be close to our customers, identify local opportunities and drive growth in your district with an entrepreneurial mindset.

Hügli
Nahrungsmittel
GmbH
Güttingerstrasse 23
78315 Radolfzell

Contract type
Workload
Start of employment
Language

Permanent
100%
ab sofort
German

Do you have any questions?



Pietro Calvagna
Talent Acquisition Specialist
+41583263188

Apply online



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

Your tasks

- Focus on new business & customer growth: Your primary objective is to actively increase the number of paying customers in your area.
- Target groups in social catering: You will manage and develop key customer segments such as nurseries, school catering, hospices, hospitals and care homes.
- Greenfield & New Territories: You really enjoy developing new sectors – such as the hospitality industry – from the ground up.
- On-site presence: A significant part of your week is spent liaising directly with kitchen managers and decision-makers.
- Holistic sales approach: You plan your visits independently, take a holistic view of sales and work closely with the office team and Key Account Management.

What you bring with you

- Place of residence: Must be based in the Leipzig area or the immediate vicinity (essential requirement).
- Sales DNA: A genuine passion for sales, a proactive approach and the necessary tenacity ('willingness to fail').
- Industry background: Experience in foodservice field sales or directly from the restaurant, institutional catering, catering or hospitality sectors (candidates switching careers from kitchen management or sous chef roles are also welcome).
- Working style: A structured, independent and solution-oriented, hands-on approach combined with strong communication skills.

What we offer



Professional development opportunities

We offer professional development opportunities in an international environment. We offer a wide range of further training programmes and regular training courses on our training campus.



Health

All employees have the opportunity to take advantage of sports, leisure and wellness programmes throughout Germany with HANSEFIT.



Company events

A variety of company events ensure a great community and a family atmosphere at work.



Fair wages and social benefits

Our attractive additional financial benefits include a company pension scheme, holiday pay, special annual bonus, employee participation and anniversary payments.