



The following position is currently available at our sales office in Nuremberg or working from home office in Germany:

Key Account Manager Asia (m/f/d) as Sales Representative based in Nuremberg or working from a home office in Germany

The Anklam Extrakt GmbH is specialised in the production and distribution of high quality plant extracts. Our modern production site is located in Anklam, close to the Baltic coast and only two hours north of Berlin. We serve customers worldwide in the B2B-pharmaceutical industry as well as the food and food supplement industry. At our two sites in Anklam and Nuremberg a dedicated team of more than 75 employees contributes to the growth and success of Anklam Extrakt.

Your tasks:

- ✔ Develop a sales strategy for our target market in Asia and prepare the respective sales budget
- ✔ Build and maintain successful and long-term business relationships with our key customers
- ✔ Act as the central interface between customers, the internal sales team and the production site
- ✔ Represent our company on national and international fairs
- ✔ Be informed on the latest market trends and understand our competitors
- ✔ Advise our customers and distributors on successful market launches of our new products

Our expectations:

- ✔ Successfully completed commercial or technical education or degree in business studies or natural sciences
- ✔ Proven track record of successful, international Key Account Management, preferably for ingredients and additives for pharmaceutical and food industry
- ✔ Quality and process oriented thinking and acting as well as excellent organizational skills
- ✔ Excellent negotiation skills
- ✔ Highly self-driven, motivated and dedicated
- ✔ Excellent communication skills in English, combined with intercultural skills, German and any major Asian language is a plus
- ✔ Willingness to travel extensively
- ✔ Good knowledge of MS Office, knowledge of ERP system is a plus

Are you interested in becoming part of our team?

Dina Böckler is looking forward to your online application, including your salary expectations and preferred starting date.



APPLY

Anklam Extrakt GmbH
Dina Böckler
dina.boeckler@anklam-extrakt.de

Johann-Friedrich-Böttger-Str. 4
17389 Anklam
www.anklam-extrakt.de

**ANKLAMEXTRAKT**