



## TECHNICAL SALES MANAGER EUROPE - F / M

Marcq-en-Barœul, France

Full-time

Years of experience: 5 to 10 years

Activity: Ethanol

Contract type: Permanent Contract

### Company Description

A key global player in fermentation for more than a century, **Lesaffre**, with a €3 billion turnover, and established on all continents, counts **11,000 employees and 96 nationalities**.

On the strength of this experience and diversity, we work with customers, partners, and researchers to find ever more relevant answers to the needs of **food, health, naturalness and respect for our environment**. Thus, every day, we explore and reveal the infinite potential of microorganisms.

To nourish 9 billion people, in a healthy way, in 2050 by making the most of our planet's resources is a major and unprecedented issue. We believe that **fermentation** is one of the most promising answers to this challenge.

**Leaf, business unit of Lesaffre**, is a global key player in **industrial biotechnology** to enable a better future.

We push boundaries to reveal the full potential of fermentation and develop industrial microorganisms and processes that allow renewable productions. In collaboration with players that are also passionate about accelerating the transition, we design and put into action high performance **bio-based solutions**.

Drawing upon Lesaffre's global presence and **170 years of fermentation expertise**, we offer high quality and locally manufactured **biomass and bio-based products**. At Leaf and Lesaffre's network of fermentation labs (R&D and application lab), we provide answers to our clients' demands, to overcome their challenges and to seek for improvement potentials. With a team committed to sustainability, customers' satisfaction and innovation, **Leaf is your industrial fermentation partner for a sustainable tomorrow**.

### Job Description

In order to support the growth of our business unit, we are recruiting our future **Technical Sales Manager Europe**.

#### Context and environment:

Hosted by S.I.Lesaffre, the Technical Sales Manager Europe is based at Leaf headquarters nearby Lille and provides products and technical services to the selected European markets of Leaf, primarily in the segment of the Fuel Ethanol industry.

#### Core Function:

**Job Function:**

Develop the sales of value-added yeast products in the segments of 1G and 2G fuel ethanol by leveraging the product and service offer of Leaf. You will be responsible for achieving the sales targets.

**Duties:****Sales:**

Develop a strong network of relationship in the Fuel Ethanol industry based on mutual respect.

Manage the sales and technical service of Leaf in Europe and ensure the customer satisfaction.

Drive the development of new business opportunities both internally and externally.

Prepare the sales offers, negotiate deals and contract to their closure.

**Technical service:**

Visit existing customers based on their needs and provide best-in-class technical services leveraging the resources of Leaf.

**Promotion**

In collaboration with the Marketing team, prepare presentations for seminars, conferences, tradeshow and more. Assist the Marketing team in organization seminars and events. Participate actively to such events.

**Qualifications**

Master's degree in Sciences or equivalent experience. A qualification in sales is a plus.

At least 5 years of experience in a technical position, an experience in sales is a plus.

Good statistical skills and experience in using statistics software.

Good oral and written communication skills and education in both English and French.

**Additional Information**

The position includes business travels to customers (>40%) in Europe and occasionally overseas for conferences and meetings.

This position is opened to people with disabilities.

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