



Be a force of nature

Business Development Manager

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You will join Arla Foods Ingredients in Aarhus, Denmark. We produce dairy based ingredients for the international food industry. In the business area nutrition, you will become part of Team Paediatrics – a dedicated team working with ingredients for infant formula and child nutrition.

Responsible for sales and sales support

You will be responsible for a number of markets, ensuring that the local sales people receive the necessary support so they can execute the sales of nutrition's products. One of your main tasks will be to present new products, communicate new scientific knowledge and support customers and sales people. Additionally, you will be jointly responsible for laying out the strategic path for the markets under our responsibility as well as providing input for market oriented product development.

As an intermediate link between sales people, the development department and production, you will participate in product development and documentation projects. Further, you will prepare sales material and work with patent related tasks (IPR). In order for you to secure and further extend your team's knowledge, you must be prepared to acquire specialist knowledge and cooperate with your team in decision making and strategic issues.

You can look forward to gaining an extensive contact base and should expect 30-50 travel days, mainly in USA and South America.

Dairy scientist, food scientist, human biologist or biologist

You have a background as dairy scientist, food scientist, human biologist or biologist and experience working in the food industry or pharmaceutical industry – or working with B2B sales. You are fluent in verbal and written English. Preferably, you have previously worked with sales, communication or in projects. And it is an advantage, if you have experience with infant or child nutrition.

With your high drive and good communication and people skills, you are able to cooperate at all levels in the organisation and with people from various cultural backgrounds. Concurrently, you also enjoy working on your own. You have the ability to grasp complicated scientific information and extract the essence, and you can translate your thorough scientific knowledge into a line of action in projects and use it to solve problematic issues.

With your natural curiosity, you are eager to learn and share your knowledge. Finally, you must be capable of over-viewing and solving many tasks simultaneously and working in a hectic environment.

Application and contact

Send your application to job@arlafoods.com no later than 15 August and include "1170710" in the subject field. For additional information, please call Team Manager Paediatrics, Sven Høgh Petersen at +45 8938 1383. Please state in your application where you have seen the advertisement.

At Arla Foods, we turn milk into innovative products and strive to bring consumers around the world closer to nature. We are united and empowered by respect for the natural source that keeps us in business, and we share a determination to continue our ambitious development and growth. It will be a journey of a lifetime and to succeed we work together – to Lead, Sense & Create.

www.arla.com/career

