

**The Company:** Irish Country Meats is the specialists sheepmeat division of Slaney Foods Group with operational locations in Ireland at Camolin, Co. Wexford & Navan, Co. Meath, in addition to a recently acquired business in Liège, Belgium. The Group has established market positions in Ireland, U.K. and mainland Europe, servicing retail, foodservice, wholesale and manufacturing customers within our market range. Irish Country Meats is the largest European supplier of branded and commodity lamb product to the German market.

**The Role:** To facilitate the continuing growth and development of our business in Germany & mainland Europe, Irish Country Meats is seeking to appoint a Sales Manager/Executive to join our existing commercial team. This is an excellent opportunity for the right candidate to further their career in an established and very successful food processing company. Based in Germany and/or Liège, Belgium the new function will be responsible for supporting and growing business with our existing customer profile in Germany and to prospect and develop new business in this market.

## Sales Executive/Manager - Germany

### Key responsibilities include:

- Assume responsibility for existing business and develop and implement strategic sales plans to meet and exceed sales targets and business goals
- Cultivate, build and manage new client relationships to ensure service excellence.
- Direct sales forecasting activities and set performance goals accordingly.
- Act as a liaison between the sales department and other departments that interact/impact the sales & marketing function.
- Generate deep insights about the industry/market and develop strategic recommendations.
- Identify and participate in trade shows, conferences and key events to attract new clients.
- Prepare and present professional presentations and proposals for prospective clients.
- Monitor and evaluate activities and products in our market segment.

**The Candidate:** The successful candidate will ideally have a number of years experience in a commercial role in the meat and/or broader food sector with a proven track record of delivery and will meet the following specific criteria;

- Fluency in English and German. Additional language(s) such as French or other European languages a decided advantage.
- Proven experience in managing retail/food service or wholesale accounts, ideally with lamb and/or beef experience.
- Excellent track record in new business development (including target delivery) and an ability to demonstrate the commercial acumen to work and succeed in a fast paced environment.
- Strong negotiation, communication and presentation skills.
- Proficient in MS Office and other relevant systems.
- Demonstrate an energetic, self motivated and flexible approach in all matters.
- Highly organised and disciplined.
- Mobility & flexibility to travel consistent with the demands of the role.

**Salary:** The remuneration package on offer will reflect the importance of the role and the experience of the successful candidate.

If you feel that you have the experience consistent with the demands of this position, we would welcome the submission of an up to date C.V. to the Human Resources Department, Irish Country Meats, Bayland, Co. Wexford.

Email: [careers@irishcountrymeats.com](mailto:careers@irishcountrymeats.com)



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