

## Senior Retail Manager – Organto Europe

Hello, we are Organto, an innovative, fast growing global provider of fresh organic fruits, herbs, and vegetables. We are currently looking for an entrepreneurial and customer-oriented Senior Retail Manager, who gets energy from developing new customer relationships and is excited to accelerate the growth of our customer portfolio.

### Your challenge

In this role your focus will be on building long-term, trust-based relationships with (potential) retail customers. The main goal of the role is to drive new business opportunities and bring in new retail accounts. You will take the lead in developing customer centred propositions and in formulating proposals to relieve customers when it comes to the purchasing of organic fruits and vegetables. You will play an active role in negotiating with category managers on one hand and involving the right colleagues in the process to support you with their product knowledge on the other hand. You are working directly with management and Organto experts to create the best proposals.

You combine excellent interpersonal skills with a good commercial instinct. You have proven ability in building strong client relationships and you can put yourself in other people's shoes easily and understand their specific needs. If needed, you can be very persistent, and you are not thrown off-balance easily. You enjoy making customer-oriented pitches, where you use your creativity and analytical skills to truly connect with the customer.

You will be part of a small commercial team and report directly to the Business Unit Director. To keep close contact with the team and the business, you will be based at the Organto office in Breda.

### Your role

- Develop and maintain long-term relationships with (potential) retail customers to meet their needs and support their challenges
- Act as a sparring partner for retail category managers in their business needs
- Drive and close new business opportunities and bring in new retail accounts
- Develop and manage retail management strategy and business plan
- Develop value propositions and proposals
- Coordinate the mobilization of Organto management and experts to support you in the development and presentation of customer-oriented proposals
- Conduct research into retailers, their purchasing strategy, and their needs
- Prepare and make attractive pitches that match the customer's needs and goals
- Negotiate and close deals together with Organto management
- Organize customer evaluations
- Visit international organic food fairs and expo's (among others Madrid and Berlin)

### Your profile

- HBO work and thinking level
- At least 3- 5 years of relevant experience in retail management and sales
- Excellent interpersonal and networking skills
- A commercial and results oriented attitude
- Strong communication skills (both oral and written), ability to communicate with different people on different levels
- Excellent organization sensitivity and the ability to think from a customer perspective
- Good analytical skills
- Fluent in Dutch and English
- Willing to travel internationally (mainly Europe)
- Experience in the (organic) fruit and vegetable sector is not required, but can be helpful

Do you recognize yourself in this profile? Then this could be the next step in your career.

## **Who we are**

Organto is an innovative, fast growing global provider of fresh organic fruits, herbs, and vegetables. Healthy eating trends, including sustainable organic foods, continue to grow around the world. It's our mission and ambition to make fresh organic fruits, herbs, and vegetables available to everyone. We aim to create added value and drive growth in all organic fresh fruit, vegetable, and herb categories through innovation, creation, and marketing.

Together with our valued strategic growers and supply chain partners we control and monitor each step in the supply chain, delivering quality products with complete transparency. We use geographically diverse growing regions with the objective of minimizing our ecological footprint as we source products from around the globe (year-round following the seasons), to meet consumer demand. Our sourcing's regions include many countries in Europe, North and Latin America and Africa. Currently we distribute organic fruits and vegetables products and concepts to more than 100 customers in 14 countries in Europe. Next to this Organto is the proud brand owner of I AM Organic®.

Organto Foods is listed on the TSX-V Stock exchange in Canada (OGO) and on the Frankfurt Stock Exchange (OGF). We are passionate to deliver the best possible products and services to all stakeholders and ultimately consumers. We have a diverse team, specialized in fresh food business. We are young, ambitious, and embrace the saying 'work hard, play hard'. Do you want to join our team?

## **What we offer**

- The position is open for 40 hours per week
- An informal and international working space in Breda
- Working remotely to be discussed
- Career opportunities in a fast-growing young company

## **Interested?**

Please send your resume with a short motivation letter to Esther Cordes; [hr.europe@organto.com](mailto:hr.europe@organto.com)  
We are looking forward to your application.