

## Business development Manager Food & Health ingredients - EUROPE

**Location:** Based in Belgium (hybrid function) / European Travel (30-40%)

**Company:** AZINGRO NV

**Sector:** Food & Health Ingredients (B2B)

### About us:

Azingro is a family-owned company based in Belgium, specializing in high-quality ingredients for the Food & Health industry. We are a **young, yet ambitious growing company**, committed to offering ingredients and support to help our customers to stay ahead in this ever-evolving market. We are looking for a motivated, energetic and driven **Business Development Manager** to help expand our presence in the European market.

### Responsibilities:

- **Identifying and developing new business opportunities** within the Food & Health sector across Europe.
- **Visiting** potential customers.
- **Creating and executing forecasts and actions plans** to meet revenue targets across key market segments.
- **Increasing sales** with existing customers by introducing new products and solutions.
- **Travelling across Europe** (30 – 40% of your time) to meet customers, attend fairs, exhibition and conferences.
- **Managing product approvals** at customers.
- **Building and maintaining a strong network** in the European food and health industry

### Requirements & qualifications:

*We are looking for a commercial, entrepreneurial professional with a strong passion for the food and health industry. You should be pro-active, results-driven and have the ability to work both independently and collaboratively.*

- **Master's degree** (preferably in Food Science or similar), or equivalent experience in the food & health industry.
- **3-5 years of business development or sales experience** in B2B roles within the food & health ingredients sector.
- **A strong network** and proven track record of sales in the European food & health industry.
- **Excellent communication skills**, both written and verbal, in **Dutch, English** and **French**. Any other EU language is a plus.
- **A customer-centric approach**, with the ability to understand and meet client's needs.
- **Hands-on, result-oriented mentality** with the ability to work autonomously
- **Willingness to travel** (30 – 40%) within Europe



Azingro NV

Wiekevorstsesteenweg 38 • B-2220 Heist-op-den-Berg • Belgium • Tel. +32 15 363 550  
questions@azingro.com • www.azingro.com • BTW BE 0688 673 670 • RPR Antwerpen;  
Mechelen

**What we offer:**

*We offer a challenging and varied role with plenty of opportunities for growth and personal development within an international environment. You'll be part of a family-owned, ambitious and growing company with a dynamic working atmosphere.*

- **Competitive salary** and benefits package
- Opportunity for **career growth** within a family owned, ambitious and growing company
- **Dynamic and pleasant** working environment
- **A challenging and varied role** with direct impact on the company's success.

**Interested?**

Are you ready to take the lead in growing our European presence ?

Please send your CV and motivation letter to [laura@azingro.com](mailto:laura@azingro.com)

We guarantee that all applications will be handled discreetly and promptly.



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