

# EUROPEAN TECHNICAL MANAGER

## Food and Nutrition

### The company

Representing major producers, IMCD sales people are market focused technical experts who offer solutions for customers' problems utilising the comprehensive and complementary product portfolio. Through its people, their expertise and the creation of open and lasting partnerships, IMCD is able to analyse market trends and provide advice on formulation, production process and application, thus generating unrivalled growth for our principal partners.

The company is strongly committed to deliver customer added value and new product development. The company has a sophisticated business approach and aims to establish a market leadership position. The culture is entrepreneurial and pioneering. Increased responsibilities – based on merit – are highly likely in this rapidly-evolving organisation

### Food and Nutrition Competence Center:

The IMCD Food and Nutrition Competence Center is the technical competence center located in Belgium, Mechelen and led by a R&D Technical Manager Europe. The R&D

Technical Manager Europe, who is a member of the European management team, leads the technical support and R&D activities for the different market segments within the Business Group Food and Nutrition: bakery, dairy, savoury, confectionary, beverages and nutrition. The team consists of 5 FTE.

### The candidate

IMCD is looking for an ambitious, talented person seeking a technical career in (dairy / savoury) ingredients and applications. Ideal candidates have a Master's degree in Food Technology or related area and a solid proven track record in a technical role in an (inter)national business-to-business environment.

Affinity with, or experience in food ingredients (dairy / savoury) is key. A good knowledge of this market as well as key applications (recipes and processes) is a prerequisite for success. Besides having a solution-

oriented attitude and background, the position requires a consultative, in-depth technical background. Candidates are international orientated, feeling comfortable in dealing with sales colleagues, customers and suppliers around Europe in order to fully exploit the capabilities of IMCD.

Further requirements are excellent intercultural communication, planning and organizational skills.

Qualities like ambition, initiative, discipline, market and result orientation, creativity and obviously teamwork are essential for this position.

Furthermore, candidates should have the willingness to travel on a frequent basis to key customers across AMEA, as well as be proficient in Dutch, English and another language, preferably French or German.

### The position

The European Technical Manager reports to the R&D Technical Manager Europe, Mr Michel Faes, and will play a crucial role in IMCD's ambition to become more technically insights driven and market/customer focused. The European Technical Manager will strengthen the Food & Nutrition Competence Center within the strategic food and nutrition segments, dairy / savoury.

The European Technical Manager will be accountable for:

- Expanding the European technical support towards the sales team and customer base;
- Consolidating the leading role as supplier with strong technical sales;
- In collaboration with the sales team building and actively follow-up of key projects guaranteeing a project pipeline ensuring strategic growth;
- Expanding the technical expertise in the strategic market activities and transfer of expertise to the sales team;
- Build on and further develop the strong existing relationships with the technical experts of the Pan-European Suppliers.



**IMCD**

Value through expertise



Specific responsibilities are:

- Learn the technical specifications for each ingredient and application in order to become an effective sparring partner with the larger customers (R&D) in Europe about product and application needs within the dairy / savoury market place;
- Daily follow up of and future necessary joined visits to support technical inquiries from the sales team within the dairy / savoury market;
- Provide the sales people with the technical tools required for success (expertise, concept building, ready to use samples, presentations, etc) within the growth strategy;
- Work in close collaboration with the technical experts at the Pan-European Suppliers;
- Introduce IMCD's solution orientation and added value to the customers;
- Acquire and develop formulation know how (recipe, ingredients & process) within the structure of the Food & Nutrition Competence Centre;
- Within IMCD and with the support of the European Product Managers, cross-fertilisation of successes;
- Further build the Food Team Room, serving as an easy question and answer technical database;
- Within the Food & Nutrition Competence Centre you organise and support technical training courses for the sales people and customers within the philosophy of the IMCD Food & Nutrition Academy.

