

# Bactoforce is searching for an:

Do you want to contribute to safe food production? Then perhaps a job at Bactoforce could be something for you! We offer challenging and exciting work at an international company undergoing development and growth.

## Area Sales Manager - Belgium

For the sales activities and day-to-day management in the Belgian region, Bactoforce is looking for a motivated and independent Area Sales Manager.

Bactoforce is today the leading supplier of integrity inspections of processing equipment in the food sector. The inspections are aimed to locate mechanical defects and insufficient hygiene of tanks, spray dryers, heat exchangers / pasteurizers to contribute to product safety. Our customers produce dairy, baby food, beer, beverages, medicines and ingredients. We are today servicing some of the leading food brands in Europe. The number of annual inspections are approx 10,000 and are growing rapidly. We apply proprietary innovative techniques including rope access.

For more information about the company and our activities and inspection methods, please visit [www.bactoforce.com](http://www.bactoforce.com).

For the Belgian region, today the sales activities and inspections are located in the Netherlands. In order to give the region extra focus in development and in service, we are looking for a local representative male/female who, together with the General Manager Benelux, will further develop and expand the Belgian market. The future intention is to hire local inspectors who will be managed by the Area Sales Manager for the day-to-day inspections. As an Area Sales Manager, you will be responsible for day-to-day management, you will face the customers and you will ensure the growth of Belgian activities with both existing and new customers.

### Main responsibilities for the Belgium region:

- Sales and contact person for customers.
- Build customer contacts and maintain existing customers.
- Interest for growth in turnover and result.
- Plan and coordinate inspections.
- Participation of inspections, especially in the initial period of this job.
- Administrative tasks such as budgeting and invoicing support.
- Participation in business development projects throughout the Bactoforce Group.

### Your profile:

- Relevant experience in food technology including good knowledge of production processes, process equipment and microbiological product safety.
- Work experience in the food industry, preferably in the dairy sector.
- Knowledge and experience in sales is a plus, as is the ability to build customer relations.
- An open mind, creative, the ability to take on challenges.
- Proven ability to work independently and manage your own tasks.
- Corporate language: English

### What do we offer:

You will be a part of a motivated and enthusiastic team of people in a growing international organization. The inspection work has a certain fun factor. The function of Area Sales Manager Belgium has a lot of freedom and possibilities to expand your network in the food industry. Bactoforce will provide you with development influence of the Belgian organization, the choice of employees, office, material, etc. A company car will also be provided for the position.

*For questions regarding the position and further procedure, please contact:  
Market Development Manager, Kurt Enevoldsen, telephone +45 2136 4933*

### Apply via:

**Bactoforce International**  
**F.L. Smidths Vej 19**  
**8600 Silkeborg, Denmark**  
**of via e-mail: [kurt.enevoldsen@bactoforce.com](mailto:kurt.enevoldsen@bactoforce.com)**

*Bactoforce is an independent service provider that helps businesses in the pharmaceutical, biochemical and food industries to identify and prevent microbial risks in production processes. Bactoforce was established in 1993 Denmark and has offices in a number of countries in Northern Europe and the Middle East. Today Bactoforce has approx. 55 employees, of whom 11 are employed in Denmark.*

[www.bactoforce.com](http://www.bactoforce.com)

