

Molenbergnatie – Sales Manager Soft Commodities

Sales Manager Soft Commodities

As a **Sales Manager Soft Commodities**, you are responsible for expanding the commercial customer base in sectors such as coffee, cocoa, nuts, dairy, grains, pet food, and other soft commodities. Your focus lies on **active prospecting** combined with **strengthening and nurturing existing client relationships**. You understand the commercial dynamics of commodity markets, closely follow market trends, and translate these insights into concrete business growth.

What will you do as Sales Manager Soft Commodities?

1. New Business Development & Market Expansion

- Actively identify and approach potential new customers (importers, exporters, traders, manufacturers, etc.).
- Discover new markets, niches, and growth opportunities within soft commodities.
- Build and manage a strong sales pipeline, guiding prospects through the full commercial cycle.
- Represent the company at trade fairs, customer visits, and industry events.

2. Account Management & Relationship Building

- Manage and deepen long-term relationships with existing customers; act as their strategic point of contact.
- Understand the full supply chain needs of each customer (storage, processing, transport, customs, etc.).
- Detect new commercial opportunities within existing portfolios.
- Monitor customer satisfaction and proactively initiate improvement actions.

3. Sales Strategy & Targets

- Develop and execute an annual sales plan aligned with company objectives.
- Achieve revenue and margin targets.
- Conduct market, pricing, and competitor analyses and convert insights into commercial actions.


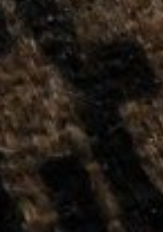
4. Contract & Pricing Management

- Prepare commercial proposals, quotations, and service packages.
- Lead negotiations on rates, contract conditions, and volumes.
- Ensure clear, accurate, and transparent commercial agreements.

5. Internal Collaboration

- Work closely with Operations, Customer Service, Finance, and Quality teams.
- Translate customer expectations into operational execution.
- Provide input for process improvements based on customer feedback.

6. Reporting

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- Prepare sales reports, forecasts, and market analyses.
 - Present results and growth plans to the Commercial Director / CEO.
 - Evaluate performance using relevant KPIs.

What does Molenbergnatie expect from you?

- Minimum 3–5 years' experience in commercial roles, preferably in logistics, soft commodities, or agri-food.
- You get energy when you can establish social contacts and build a professional network
- Setting and achieving targets is your thing
- (Multi-day) trips abroad appeal to you
- You will be part of a team but can also work independently
- Fluent in Dutch and English; French is a plus.

What can Molenbergnatie offer you?

- A strategic commercial role with significant impact on the company's growth.
- Opportunity to work in an international environment within the soft commodities sector.
- Competitive compensation package including variable incentives.
- Room for autonomy, entrepreneurship, and personal development