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e best way to achieve success - let us help YOU  
get it. our products are produced according to the  
strictest quality criteria. we are experts  
in emulsifiers and stabilizers  
and we are happy to share our  
expertise with you. let our  
pilot plants



## Regional Application Manager

Do you have a strong and solid technical background combined with extrovert drive and can you navigate within application and sales of food ingredients in the global food industry (emulsifiers/stabilizers), then you might be our new "Heart working" colleague?

In connection with a planned retirement of the current Regional Application Manager we are looking for a successor to further develop the areas within the position.

We emphasize a professional and technical dialogue with our customers, which requires a solid technical knowledge of product and application within the industry.

### Objectives:

The position offers versatile and challenging tasks in an international company, with the responsibility for supporting the ambitious sales growth in the application areas Dairy, Ice Cream and Lipid. Sales and Application works closely together to develop new business and maintain existing business.

**Critical for success** will be to motivate and drive Application to understand customer needs and to be in driver's seat to develop proactive customer concepts and campaigns.

We emphasize a proactive and service orientated approach and expect you to have good communication skills at a high technical level.

We prefer, that you have high interpersonal skills and the ability to work across functions in an international organization. Good skills in verbal and written English in a professional and technical context is expected.

**Responsibilities:**

- Manage employees and develop the areas Dairy, Ice Cream and Lipids.
- Support the CRM opportunities with application projects to gain sales.
- Grow the CRM opportunity pipeline together with sales.
- Allocate resources for CRM opportunity projects on a daily basis with regional sales.
- Develop new product solutions and concepts to support customer needs.
- Allocate resources for R&D.
- Application back up for customer relations together with sales.

**Requirements:**

- MS degree in Food science or related field.
- Minimum of 3 years in similar position in the food industry (Previous experience of selling technical value-added ingredients to companies within the food industry)
- Knowledge in Dairy, Ice Cream and lipids technology. Bakery and confectionary knowledge would be a benefit.
- Good problem-solving skills and decision-making.
- Knowledge of Microsoft Office software tools such as Outlook, Excel, Word, Power Point, Notes and Teams required.
- Desired experience with/in CRM systems, especially Microsoft CRM.
- Excellent interpersonal communication, presentation and management skills.

**As an employee we offer you:**

- A position with many exciting challenges.
- A job in an expanding company, that combines technological knowledge with practical value generation.
- A job in an international environment with customers and co-workers all over the world.
- A job in a market leading company within CSR and CO2 neutral production.
- A job in a socially well-functioning atmosphere/informal environment.
- A job with good working conditions, an extra week of holiday (7th week), possibilities for development, canteen, massage, etc.
- A job with profit sharing through a special pension scheme.

**Reporting structure:**

Manage and develop the Application for Europe. This position will report directly to the Director of Product Management and will be seated at the headquarter in Juelsminde (DK)

**Product-Line:** Emulsifiers and stabilizer for the food industry

**About Palsgaard**

Palsgaard is a worldwide leader in producing emulsifiers and stabilizers for food and non-food applications. Palsgaard invented the first food emulsifier over 100 years ago and today activities extend to over 100 countries. Palsgaard values are reflected in our Corporate Social Responsibility (CSR) which include corporate governance, energy & environment, products and employees. In addition, Palsgaard is committed to be a customer driven developer of products and business.

Palsgaard is the world's only full-service emulsifier and stabilizer company, creating sustainably produced ingredients with specialized performance characteristics. Ours are the hidden ingredients that transform everyday foodstuffs into extraordinary products on supermarket shelves in over 100 countries.

Palsgaard A/S is a subsidiary of The Schou Foundation, which owns a group of companies whose corporate culture is unique and strongly affected by a long history. Physically, our culture is centered around the majestic Palsgaard Estate in its beautiful natural surroundings, which is home to our headquarters.

Palsgaard is present in more than 100 countries around the world. Either via our own sales offices or through an extensive network of agents and distributors.

Worldwide we employ 550 Heart Working colleagues.

If you want to learn more about Palsgaard A/S go to: [www.palsgaard.com](http://www.palsgaard.com)

**Your application:**

UnikRecruitment assists Palsgaard A/S with the recruitment process.

If you have any questions regarding this jobposting, please contact

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