

## Head of Sales – India



***Are you up for an exciting challenge in sales, and do you want to play an essential role in creating the future of Palsgaard in India? Do you have an in-depth understanding of how food ingredients work, and can you drive an ambitious sales agenda and deliver specialist expertise at the same time? If yes, you should apply for this challenging position as Head of Sales.***

Our new Head of Sales in India will be a key member of the India Management Team. In close cooperation with our EMR Regional Sales Director, your primary responsibility will be to execute our India strategy incl. green field project with investments in sales, labs, and application centre.

You will be responsible for all sales aspects of the business plan and play a central role in expanding and strengthening our network of clients and business partners.

The position is based at Maharashtra state / Mumbai area, thus, being located out of Mumbai is key to the job. You will report directly to our EMR Regional Sales Director, Cai Clemen Christensen.

You will be working from our office in Mumbai with approximately 100 days of travel a year.

### **Responsibilities:**

- You drive sales-oriented processing of clients in selected markets independently.
- You uncover client potentials and relevant market knowledge to be anchored across Palsgaard.
- You build, guide, and coordinate Palsgaard's activities.
- You integrate application as a significant part of market deals.
- You provide service to our network of distributors.
- You prepare budgets, plans, and follow up on activities and make reports of sales development.

### **What do you need to apply?**

You have a technical education within the food industry/chemistry for example a BSc in Food and Nutrition, Food Engineer, Chemical Engineer or MSc in food science and technology or similar - ideally combined with a commercial education.

You have at least + 5 years of experience in a similar role that combines theoretical knowledge with a strong sales drive. You can work independently on our local markets with a clear aim to define and drive best-in-class performance and bring high value to our clients and partners.

As you will take lead on several sales projects, it is important that you are a people person, have strong leadership skills, and a structured and result oriented way of working - you get excited when seeing you and your colleagues succeed together.

You are an experienced traveller and good at building solid relationships with clients and across functions. You have excellent communication skills and are fluent in English.

### **What do we offer you?**

- A job in a Scandinavian, market leading company with high CSR and ESG standards.
- A job in an expanding company that combines technological knowledge with practical value generation.
- A job in an international environment with clients, partners, and colleagues all over the world.
- A job with unique working conditions, including one extra week of holiday, health insurance, and possibilities for further career development etc.
- A job in a socially well-functioning atmosphere and informal environment.

### **Do you have any questions?**

If you want to seize this opportunity, then send us your CV as soon as possible. Arista Consulting (sister company of Omam Consultants) is assisting Palsgaard A/S with the recruitment process.

If you have any questions regarding the job or would like to apply, please contact, and send your CV to B Panda on [panda@aristaservices.com](mailto:panda@aristaservices.com). We are looking forward to hearing from you.

### **About Palsgaard**

Palsgaard is a worldwide leader in providing advanced plant-based emulsifier solutions to the food and packaging industries. We invented the first food emulsifier over 100 years ago, and today, our products are sold in more than 120 countries either via our own sales offices or through an extensive network of agents and distributors.

We are proud to be the first company in the industry to reach CO<sub>2</sub>-neutral production, and all our emulsifier and stabilizer solutions are now manufactured in CO<sub>2</sub>-neutral factories globally.

Worldwide we are 650 "Heart Working" colleagues across 17 countries.

Palsgaard 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 centred around the majestic Palsgaard Estate in its beautiful natural surroundings, which is home to our headquarters.

If you want to learn more about Palsgaard, please visit our website: [www.palsgaard.com](http://www.palsgaard.com)