



Job Title – Sourcing and Sales Manager

Date: 18/02/2020

Salary Band: Competitive Salary for the right candidate

Location: Ridderkerk, the Netherlands

Duration: Permanent

Hours: Commensurate with the role is the recognition that hours of work be appropriate to meet the needs of the organisation.

Line Manager: Head of Sales, Europe

Direct Reports: n/a

Interview Process: Telephone Interview, 2nd and 3rd Interview

Scope of role

Reporting to the Head of Sales (Europe), the Sourcing and Sales Manager, will be responsible for day to day management of stocks on hand and arrivals in to Jupiter Europe. The Sourcing and Sales Manager will be an integral link between the Procurement and Sales team in order to manage stocks and sales to maximize turnover and margin within the Group.

Responsibilities

- Manage on hand stocks within the Jupiter Europe B.V. facility to maximise the sales value and margin for the group
- Plan forward fruit sales for product arriving at a future date to maximise sales value and reduce holding time of fruit
- Ensure the agreed Group Targets are kept in mind in all areas of day to day business to maintain personal and team goals to achieve these targets as measured as part of the Weekly “WIG” meetings
- Ensure sales targets are set and agreed to each quarter in conjunction with the Head of Sales and manage all aspects of sourcing and sales with business growth in mind
- Work closely with the Procurement team to ensure that the season for all commodities is adequately planned for all fruit being sold from Jupiter Europe and where appropriate, customers are kept informed of all changes to the supply plan where this may impact the customer
- Feedback relevant market conditions in the region to the Commercial team to ensure that the sales strategy matches the market and that decisions are made to maximise the value in the global market
- Maintain and develop appropriate and effective communication to customers which includes but is not limited to; managing claims and rejections, keeping the customer updated on market conditions and any local challenges which may affect supply, monitoring credit position and flagging well ahead of time when this may impact ability to supply
- Communicate to the wider Procurement and Sales team any inventory which is a cause for concern to create a one team philosophy on decision making

- Work in conjunction with the relevant Technical team members to ensure all necessary certificates are on file which may be required by customers as a pre-requisite to supply, and proactively manage communication with the customer to ensure any changes in the supply base are covered by all certifications
- Continually identify opportunities to expand sales within the territory and communicate regularly with the Head of Sales (Europe) and the Commercial Director to ensure these opportunities are assessed at a Group level

Requirements

- Experience managing Fresh Produce sales to European customers
- Understanding of logistics in fresh produce within the global market
- Experience in managing people and working with multi-disciplinary teams
- Ability to adapt to and comply with internal and external business process
- Experience of sourcing Fresh Produce from multiple countries of origin
- Proactive, solution provider and problem solver
- Ability to work under pressure to strict timelines
- Administrative and computer skills
- Competence in Microsoft Office products

Who we are

Jupiter Group are one of fastest growing and exciting businesses within the fresh produce industry. The company have customers and suppliers across the world with ambitious plans for growth.

Privately owned with continually strong financial performance Jupiter Europe are looking for a Sourcing & Sales Manager to join the company.

Based at our European Office in Ridderkerk, the Netherlands, this position will be responsible for the day to day management of stocks on hand and arrivals into Jupiter Europe.

Growing product in four continents, the company have invested in growing partnerships which lead the world as a supply chain model within fresh produce.

The company are continually investing in leading technology and are working with great success towards a totally paperless working environment.

A positive company culture and values are extremely important and must be upheld by any applicant.

As a fast paced international business who are continually growing and developing, we nurture a culture of self-motivated, hardworking and honest individuals.

We have clear company values that we encourage our people to live by. It is important that applicants can uphold these values.

- **Integrity** - act with good character, ethics and morals
- **Trust** - build your relationships on trust
- **Openness** - talk straight, communicate well, and be open to new ideas
- **Respect and patience** - be tolerant, good natured and understanding
- **To help others** - make a difference to others lives in a positive way
- **Work hard and enjoy life** - contribute and enjoy your role
- **Recognise success** - when praise is due say 'well done'
- **Continual improvement** - always strive to do a better job

Benefits

- 26 days holidays
- Performance Related Pay Incentive Scheme
- Role relevant training
- Franklin Covey training
- Informative staff app with localised benefits

NOTICE: please refer to the **Data Privacy Statement** on our website footer at www.jupitermarketingltd.com to access information on how we will process, store and delete your personal data should you apply for a position within the Jupiter Group.

PLEASE NOTE: We request two reference contacts with your application for this role. If you do not wish for referees to be contacted prior to a job being offered, you must clearly indicate this within your application.