



## Job Vacancy: International Business Development Manager / Key Account Manager Pet Food Ingredients

**Location:** Vichte, Belgium

**Company:** Cima Nutrition NV, part of IFHS (a Korys company)

**About Us:** Cima Nutrition and Ingrizo NV, two industry leaders in sustainable ingredient solutions, recently announced a strategic partnership, under the new holding company IFHS (Innovative Food and Health Solutions; head quarter De Pinte), with the support of family private equity Korys.be, and having ambitious growth plans the next coming years.

We combine Ingrizo's expertise in natural, sustainable, and nutritional ingredients for food, health & petfood applications with Cima's renowned leadership in the pet food industry. Together, we aim to deliver high-quality, innovative, and sustainable ingredients to our clients across Europe.

Cima Nutrition NV, established in 1997, is a dynamic business focused on the production and supply of specific ingredients for the pet food and food industries. Our offerings on the operations plant in Vichte include logistics services, product repacking, and blending capabilities for custom mixes. To support our continued growth, we are seeking an experienced **International Business Development Manager / Key Account Manager**.

**Role Overview:** As an International Business Development Manager / Key Account Manager, you will play a key role in expanding our presence in the pet food ingredients market. This role involves close collaboration with R&D and purchasing departments, understanding client needs, and introducing innovative solutions to enhance their operations.

### Key Responsibilities:

- **Client Engagement:** Visit R&D and purchasing departments of both existing and potential clients in dry and wet petfood, listening to their current and future needs.
- **Product Introduction:** Present our specialized ingredients and explore the benefits for clients using these solutions.
- **Sales Development:** Manage specific product groups, develop sales strategies, and meet defined budgets and sales targets.
- **Documentation & Presentations:** Create detailed product documentation and presentations to support client interactions.
- **Customer Satisfaction:** Ensure a high level of customer satisfaction, focusing on building long-term partnerships.
- **Leadership & Growth:** Drive the business forward, with opportunities to develop leadership skills and contribute to the strategic direction of Cima.

**Experience & Skills Required:**

- Proven experience in selling ingredients to the pet food, food, or feed industries.
- Strong relationship management skills, particularly with R&D and purchasing departments.
- Excellent presentation and negotiation skills at senior purchasing levels.
- A track record of successful business development and key account management.
- Leadership abilities and a commitment to sustainable, innovative solutions are a plus.
- Multi-language, German language knowledge nice to have; prepared to travel on a regular base in Europe.

**What We Offer:**

- A chance to be part of an innovative partnership between **Ingrizo** and **Cima**, leaders in their fields.
- A dynamic, small team environment with opportunities for professional and personal growth.
- A flexible, open work culture focused on sustainability and innovation.
- Competitive compensation and benefits.

At **Cima Nutrition**, we are not striving to be the biggest, but we aim to be the **smartest** and the **preferred supplier** in the market, adding extra value to the end products of our petfood customers.

**How to Apply:** Do you have experience in business development and a passion for sustainability and innovation in the pet food industry? If so, we would love to hear from you! Please send your CV and cover letter to [jobs@cima.be](mailto:jobs@cima.be).

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#BusinessDevelopment #KeyAccountManager #PetFoodIngredients #Ingrizo #CimaNutrition #Sustainability #Innovation  
#CareerOpportunity #IFHS #Korys