



THE RECRUITING SPECIALIST

basis for growth

The potential of vertical farming is significant, but it requires knowledge and experience for cultivating vegetables and herbs on a small surface with multiple layers. We are looking for a skilled and motivated Sales Manager who can significantly increase sales.

Sales Manager Vertical Farm Berlin

-Knowledgeable, motivated, proactive –

The Company

The company is recently launched vertical urban farm. It has the capacity to grow significant volumes of herbs, leafy greens, some vegetables and fruits in their highly advanced TCEA vertical farm based in Berlin, Germany.

The company is a subsidiary of a long established who's DNA is steeped in the grocery sector. Real estate funds operated by the Group own c.100 supermarkets across Germany giving the company a unique, unparalleled access to the Group's German grocery relations and footprint. Operating from Berlin in a property owned by the Group, the company has just finished the installation and testing of a highly advanced vertical farming system developed by IGS - worldwide market leaders in TCEA. The company now plans to dramatically increase production, expanding distribution to existing clients while benefiting from the group's sector relationships to build a large long term customer network.

The Role

Therefore a Sales Manager is sought to oversee sales operations and drive business growth. As the Sales Manager, you will be responsible for developing and implementing sales strategies to expand market reach and increase sales volume. You will cultivate strong relationships with clients, manage product distribution, and oversee the entire sales process. This role presents an exciting opportunity to shape the growth trajectory of this vertical farm and contribute to promoting sustainable agriculture.

Key responsibilities:

- Develop and execute sales strategies to expand market reach and increase sales volume.
- Cultivate and maintain strong relationships with clients, including Berlin hotels, restaurants and supermarket chains.
- Manage product distribution and oversee the entire sales process.
- Identify and pursue new business opportunities to grow customer base and revenue.



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The Challenge

The ideal candidate for this role should possess a solid background in sales and business development within the agricultural or food industry and has strong communication skills in German and English, written and oral. You should have a proven track record of achieving sales targets and driving revenue growth. Strong communication and negotiation skills are essential, along with the ability to work independently and proactively. Furthermore, the ability to take ownership of the entire sales process is crucial. Knowledge of sustainable agricultural practices and familiarity with the local food market in Berlin would be advantageous. Above all, a driven individual who is passionate about promoting sustainable agriculture and contributing to the growth of the vertical farm is sought.

Respond immediately or get in touch for more information. Confidentiality is, of course, assured and maintained.

Frans Neijenhuis

Mob: +31 6 10782861

Email: frans@therecruitingspecialist.nl

Internet: www.therecruitingspecialist.nl