

## Company description

**AEB Group** is a global leader in the production of biotechnology, adjuvants, equipment, filtration and detergents for the wine, beer and food&beverage industry. Our love and passion for what we do continues to grow as does our global reach. We are present in 15 countries, selling products in over 80, and we have always been involved in assisting producers of wine, beer, food and beverages all over the world to improve their natural processes. We use globally-obtained know-how to offer biotechnologies, bespoke solutions to problems, sanitisation processes and special equipment, all the result of constant innovation. We do all this with the best trained team of experts in the market. What is the secret of our success? Over 400 employees who strive for quality every day, the commitment and care taken over creating a company of which we are proud.

## Position snapshot:

AEB Deutschland is looking for a **Junior Sales & Business Development Specialist** to continue expanding successfully in the German beer market.

Are you **dynamic, passionate, and ambitious** with a passion in the **production of beer and** curious about **sales**? Join our growing team in your flexible location within one of the main areas of interest at your choice: **Baden-Württemberg, Rheinland-Pfalz, Hessen or Bavaria.**

## Main tasks:

- **Business Development**
  - Scan the market in search for new potential customers within the beer market.
  - Build commercial relationships and follow up on new potential customers.
  - Act to increase sales with the cross selling of additional products and new references.
- **Customer Portfolio**
  - Know, visit, and maintain the assigned customer portfolio within the assigned region.
  - Ensure the best service to customers according to company policies.
  - Analyse and share the information about customers within the organization.
  - Suggest technical improvements to customers.
  - Implement corrective actions in synergy with the organization.
- **Commercial Strategy**
  - Define and monitor commercial actions in synergy with Deutschland Commercial Manager.
  - Analyse and monitor prospects management actions.
- **Quality**
  - Monitor customer satisfaction promoting opportunities for improvement.
- **Environment, health, and safety**
  - Promote and ensure the respect of company policy and state regulation in terms of environment, health, and safety protection.

## Who we are looking for, more in detail:

- **Academic background in wine and/or beer production**
- **Technical experience** in breweries preferred
- **Passion and curiosity** for the world of beverages
- **Ambition and interest in sales, new customer acquisition and market research**
- Aptitude for **efficiently interacting, sharing and communicating with others**
- Perfect command of the **German language**
- Good command of the **English language**
- Sense of **responsibility** and aptitude for **managing your own time**
- Affinity and ability to **work in a team and international context**
- Knowledge and ability in the use of MS Office
- Ability to travel across the assigned area
- Driving licence

👉 Here is our offer:

- **Permanent full time contract (with probationary period)**
- **Full time job**
- **Fixed salary + bonuses**
- **Flexibility** (fieldwork, business trips, remote, office)
- Company vehicle, electronic devices, credit card, meal allowance
- **Career Opportunities in the team of AEB Deutschland**
- **Dynamic, open and innovative environment** filled with values and skills.

AEB Group is committed to creating an **inclusive culture**, where all our employees feel welcome and appreciated and have equal opportunities. We believe that everyone has **potential and talent** to offer.

We promote a **collaborative environment inspired by positive and constructive interaction**, making sure that every individual has the **tools to develop** both personally and professionally, enhancing the journey within our Group and promoting a **sense of belonging**, every single day.

*AEB Group is committed to building a diverse workforce. We believe diversity in all its forms – gender, age, nationality, culture, religious beliefs and sexual orientation – enriches the workplace. It opens up opportunities for people to express their talent, both individually and collectively and it helps foster our ability to adapt to a changing world. As an Equal Opportunity Employer we welcome and consider applications from all qualified candidates, regardless of their background.*