

**JOB DESCRIPTION: SALES PROFESSIONAL**

The Sales Professional will be responsible for assisting in the management of the day-to-day sales operations of the industrial enzyme business (animal feed, food, brewing, pulp and paper, textiles, etc.) within the European area. The professional will be stationed at Dyadic Netherlands (Wageningen, The Netherlands) and be reporting to the Sales Manager Europe.

Responsibilities

- Sales calls to existing and new customers.
- Identifying specific customer needs.
- Assisting customers with technical enzyme applications support.
- Providing accurate sales forecasts to help inventory and planning purposes.
- Analysis of current products, potential new opportunities, and competitive landscape analysis.
- Support of, and participation in, development of strategic business plans.
- Coordinating completion of Quality Control complaints.
- Other duties, as required.

Qualifications and Requirements

- Minimum of B.S. in enzymology, biochemistry, chemistry, chemical engineering, food science or related field.
- Ability to independently generate sales, work on customer needs, and identify new market opportunities.
- Persistence, flexibility and problem solving skills.
- Fluent in English.
- Excellent communication and time management skills.
- Prepared to travel; the position will require at least 30% international travelling
- Experience with industrial enzyme sales and/or customer technical service is preferred

Salary Range

Commensurate on experience.

Interested candidates are advised to contact:

Dr. Ir. Wim van der Wilden, General Manager  
T. +31 (0)6-20368609  
E. wwilden@dyadic.nl

