

## **Global Export Manager for US & South-East Asia (m/w/d)**

[Bochum, from October 2022 onwards]

Do you want to boost our global chocolate sales with focus on the USA, Australia, and South-East Asia and are you passionate about sales and export-marketing? If so, you are the perfect fit for our sales team at EcoFinia GmbH, inventor and marketer of the well-known organic chocolate brands VIVANI and iChoc in >42 countries.

In our Bochum headquarter we work in a small, familiar team of 13 people, in a modern glass tower above the roofs of the city centre. If not there, at business travel or at our production site you will most likely enjoy our flexible home-office concept. As we are an active part of the international organic ecosystem, sustainability and respecting people and nature are very important to us. This is also reflected in our everyday work. Creativity, inventiveness, and drive are encouraged and desired. In our team, every opinion is important and good ideas are always welcome. We work in flat hierarchies. This offers you a lot of room to develop projects independently and to actively contribute.

### **Responsibilities & Tasks:**

#### **Here you can realize your talent...**

Main areas:

- Key Account Manager for the existing global export customers
- Sales consulting, preparation of quotations, and monitoring of orders in global exports
- Optimisation and further development of the global export strategy
- Planning and participation in foreign trade shows in the USA, Australia, and South-East Asia
- Support our US market entry
- Support and implementation of our Asia growth strategy

Furthermore...

...you will be challenged to regularly optimize our internal export processes

...you will operate, maintenance and monitoring our export product data management.

### **Qualifications:**

#### **What you should bring to the table...**

- a commercial apprenticeship and several years of work experience in international sales/export with focus on East Asia OR
- ideally a degree in international business, economics, international trade, East Asian studies, Chinese studies or similar, and a few years of work experience
- capacity for a 75%, 80% or 100% position in our headquarter in Bochum
- sound knowledge in international sales, export, and marketing - ideally in the food or even chocolate industry or even sweets and chocolate
- very good intercultural knowledge in the East-Asian region
- previous experience in the international food or organic sector desirable
- business fluent in English is a must, ideally you even speak some Mandarin
- Confident handling of Microsoft Teams and Office 365 (PowerPoint, Word, Excel)
- High degree of team spirit, creativity, and initiative

## Benefits:

### What we offer you

- an open and creative environment where you can dwell and develop your talents
- a friendly and collaborative team in which you will feel at home quickly
- an attractive salary including a variable performance payment
- comprehensive insights into the global sales activities of our world-renowned organic chocolate brands
- a modern workplace above the roofs of Bochum, MacBook and cell phone, flexitime and home office arrangements
- 1000€ annual training budget and regular team events
- Chocolate, coffee, and fruits - at any time

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For more than 20 years, we at EcoFinia have been living our passion for excellent chocolate. What started small, has now grown into two globally popular organic brands: VIVANI & iChoc.

### VIVANI - Sustainable Chocolate Art

Chocolate as a unique work of art, that is the central motto. In this spirit, VIVANI combines the best ingredients with artistic designs and the aspects of sustainability and social responsibility. For years, VIVANI has been involved in various projects to promote ecological production conditions and fair dealings with suppliers and attaches great importance to the sustainable value of its packaging, most of which is produced without plastic. One of the projects close to VIVANI's heart is the "KIDS for KIDS" campaign, with which VIVANI founder Andreas Meyer and his team have been campaigning against abusive child labour in cocoa farming for almost 10 years.



### iChoc – The Vegan Gamechanger since 2015

iChoc - the favourite vegan chocolate for people who want to snack plant-based, honestly, and consciously. Available in the market since 2015 and with more than 200,000 followers on the social web, iChoc is one of the most popular German vegan brands. The core of the range is made up of 6 different chocolates based on rice drink, which can hardly be distinguished from classic milk chocolates in terms of taste. iChoc deliberately avoids controversial ingredients such as palm oil and soya lecithin. All chocolate bars are consistently packaged sustainably, thanks in part to a fully compostable packaging film. In September 2022, iChoc will reveal itself in a new face.

## ➡ Send your application to:

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