



Job profile

## Sales Operations Manager

Fulltime



Maasdijk (South Holland) NL

## Candidate profile

- Minimum of 5 years' experience as a manager in FMCG
- Thrives in a fast and dynamic environment
- Good command of the Dutch and English languages
- Strong organisational and problem-solving skills.





## We are mushroom maniacs!

Mitrofresh is a young and dynamic company engaged in the production, import and export of Asian food products. We are also known as specialists of Exotic mushrooms. We import and export from and to all corners of the world. We are a fast-growing international company with offices in the Netherlands, Kosovo, China and cultivation sites in Kosovo.

We are a good employer for >250 colleagues with whom we share our passion for cultural food and achieve maximum customer experience and satisfaction.







**'YOU KNOW THE  
RIGHT BALANCE  
BETWEEN  
IMPROVING &  
MAINTAINING THE  
COMPANY CULTURE'**

## Sales Operations Manager

As Sales Operations Manager, you supervise the sales process from sales to delivery. By optimising the process, you ensure that the sales team works efficiently and effectively.

As an inspiring leader, you operate as a bridge between different departments. You ensure that the processes run smoothly by supporting and improving the performance and success of the (sales) team. You guide, motivate and train your team and provide order and overview.

Are you organisationally, communicatively and administratively strong. Decisive, structured and result-oriented. And do you have the necessary dose of experience in FMCG trading? Then we would like to get in touch with you!

### What do you bring?

- An education at HBO level, preferably commercial or management oriented;
- At least 5 years' experience as a manager in FMCG
- CRM expertise
- An excellent command of the Dutch and English languages.
- Strong organisational and problem-solving skills.





## What are your tasks:

### Sales process management:

Develop, standardise and optimise sales processes to improve efficiency and predictability.

### Teamwork:

Secure smooth communication and coordination between different departments.

### CRM- management:

Supervise the use and optimisation of the Customer Relationship Management (CRM) system.

### Planning:

Consulting with the CEO and COO on how to plan more effectively. And implementing newly developed resources that help improve the flow of goods.

### Training and evolving:

Guiding and training the sales team to enhance their skills, knowledge and sense of responsibility to ensure they have the right tools and skills needed for business and personal success.

Assisting with the onboarding process for new sales staff.

### Data analytics and Reports:

Analyse sales data to insight performance, trends and areas of improvement.

### Monitoring and optimising performance:

Monitoring key performance indicators (KPIs) and implementing strategies to improve sales efficiency.

### Implementation of sales tools:

Evaluate the process and implement sales tools & technologies that improve sales productivity and efficiency.







## What are your skills:

- Motivate
- Inspire
- Communicate
- Manage
- Problem solving
- Customer-oriented
- Result-oriented
- Stress resistant
- Critical
- Analytic





## Would you like to evolve with us?

Does the position of Sales Operations Manager appeal to you? And are you up for the challenge?

We look forward to receiving your CV and a brief motivation at [hr@mitrofresh.com](mailto:hr@mitrofresh.com).

## Interested?

For more information about the vacancy, please contact HR on 0174-245543. Or take a look at [www.mitrofresh.com](http://www.mitrofresh.com)

## What do we offer

- Challenging leadership role with impact;
- A versatile position with a high degree of responsibility;
- The opportunity to work within a high-growth international organisation;
- A competitive salary including good secondary conditions;
- A good team with motivated colleagues.

### Secondment agency/recruitment agency?

Although we appreciate your interest, we aim to fill our vacancies through our own recruitment, or have explicitly stated it if there is exclusivity. Should unsolicited profiles nevertheless be offered to Mitrofresh, we will treat them as direct applications.