

AREA SALES MANAGER



ProXES (<https://www.proxes.com>) unites three renowned process technology brands—FrymaKoruma, Stephan, and Terlet—under one roof. Founded and headquartered in Hameln, Germany, ProXES brings together decades of expertise and innovation in machinery and process solutions for the food, pharmaceutical, cosmetics and advanced materials industries. With five technology centers worldwide, ProXES is a trusted and agile partner, helping customers turn new ideas into successful and sustainable products. From its sales and service office in Almelo, the Netherlands, ProXES supports clients throughout the Benelux and Nordics region. We are currently seeking an Area Sales Manager Benelux (Food) to join the team in Almelo. This role offers the opportunity to work closely with customers, understand their needs and deliver tailored solutions. The ideal candidate thrives on collaboration, values open communication and fosters a culture of creativity and continuous improvement. With integrity and dedication, they lead by example.

Turn innovation into commercial success across Benelux

 **Almelo (NL)/Hybride**

Position

- Responsible for driving business growth and strengthen customer relationships across the Benelux region
- Design and execute targeted growth strategies and go-to-market plans
- Proactively identify new business opportunities and convert them into long-term partnerships
- Lead the full sales cycle – from lead generation and solution design to deal negotiation and closure
- Build compelling proposals, present tailored solutions, and negotiate commercial agreements
- Collaborate closely with Marketing, Product Management, and Service to deliver maximum customer value
- Maintain a high level of customer satisfaction by ensuring solutions fully meet client needs
- Keep accurate CRM records and deliver reliable forecasts and sales performance reports
- Report directly to the Managing Director Netherlands.

Profile

- Bachelor's or Master's degree in Business Administration, Marketing, Engineering, or Food Technology
- Proven experience in selling equipment and solutions, preferably within the food processing industry. Additional experience in the Health, Pharma and Personal Care industry is an advantage.
- Strong technical understanding of food processing equipment and the ability to translate complex challenges into value-added solutions
- Commercially savvy: skilled in preparing and negotiating offers and contracts, with a clear understanding of contractual terms
- Comfortable using CRM systems (preferably Salesforce)
- Excellent interpersonal and communication skills; able to build trust and credibility with clients, colleagues, and partners
- Fluent in English and proficiency in Dutch; German is a strong advantage
- Entrepreneurial and results-driven mindset: proactive, persuasive, self-motivated, and a true team player with a "hunter" mentality.

Respond to

If you are interested in this position, please contact Menthe van Vierssen, telephone: +31 (0)317-468686 / +31 (0)6-83406199 or apply through our website www.dupp.nl or e-mail your written application to info@dupp.nl.

ProXES selected DUPP for this vacancy as the only partner in the recruitment process.

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