



IOI OLEOCHEMICAL

In facial creams, medication, sports nutrition or styrofoampackaging – our highly specialized products have such a variety of application areas that we hold them in our hands every day without realizing it.

IOI Oleo GmbH is the German branch of the oleochemical division of the globally active IOI group. With our headquarters in Hamburg and our two production sites in Witten and Wittenberge, we are one of the leading European suppliers of oleochemical specialties for the areas of Personal Care, Pharma, Nutrition and Technical Applications.

Creating
chemical
connections!

- 30 Days of Holiday per Year
- Permanent Position
- Flexible Working Hours
- Attractive Remuneration
- Kindergarden Subsidy
- Mobile Working
- JobRad
- Company Pension Scheme
- Subsidy for HVV-Profiticket
- Company Health Insurance
- Capital-forming Benefits
- Training Courses

To strengthen our sales team in the Nutrition Business Unit, we are looking for you to join our **Hamburg office** as soon as possible as a

(Senior) Sales Manager (m/f/d) MCT-Oils

You want to...

- advise and support our clients in the food and dietary supplement industry on technical, commercial, and regulatory matters.
- oversee sales ranging from MCT oils as a commodity to the specialty oleochemical business.
- expand our presence in assigned regions, identify and acquire new clients, and drive business growth.
- actively participate in market developments and keep a close eye on competitor analysis.
- identify market trends and, in close collaboration with our colleagues (m/f/d) from the specialist departments, develop customized customer solutions, thereby building expertise regarding further applications.
- assume budget responsibility for sales and revenue in your regions and represent our company at trade shows and events.

We are looking for...

- a successfully completed commercial apprenticeship or degree, as well as solid professional experience in sales, preferably in the chemical, food, or commodities sectors.
- an understanding of chemistry and, ideally, knowledge of medium-chain triglycerides (MCT).
- a results-oriented and self-directed work style, combined with strong communication skills and dedication.
- a focus on sales and customer service.
- willingness to travel, as well as strong written and spoken German and English skills. Ideally, you also have knowledge of other languages.
- preferably, relevant contacts in the food industry and oleochemistry.

Your Opportunity

You look forward to a task in which you can take on your own responsibility and a future in which team spirit, mutual support and fun at work are very important. You can also expect flexible working hours and a great working atmosphere.

We are looking forward to your informative application with your salary expectations and your earliest possible starting date. Please send us your documents using the application form on our career website:

www.ioioleo.de/en/career/vacancies/

IOI Oleo GmbH

Herrngraben 31
20459 Hamburg
Tel. +49 (0) 40 / 280 031-211
www.ioioleo.de

Sina Hollunder | People & Culture | E-Mail: personal@ioioleo.de