

## Junior Business Manager

### Natural Tableware

Natural Tableware is part of The Earthware Group, a social enterprise with its head quarter in Amsterdam. All companies under The Earthware Group umbrella are providing biodegradable and natural disposables and packaging solutions as an alternative to plastic. Natural Tableware designs and manufactures its own disposable tableware. With years of experience in the field, Natural Tableware also serves as a consultant to clients that wish to shift to biodegradable solutions or want to improve their existing green solutions.

### Job Description

As junior business manager you will have direct contact with our existing clients and find new prospects and turn them into paying customers. Our client base consists of national/international wholesalers and resellers as well as food concepts and packaging customization clients. As our business manager you are a strong supporter of sustainable solutions and natural alternatives to plastic. You are able to communicate our story with passion and persuasion.

You are able to think on a strategic level and influences the sales strategy based on facts and figures. You work independently and take the appropriate actions to expand our client base.

### Who are you?

- You are looking to make a difference
- You are fed up with all the plastic (litter)
- You have a passion for the hospitality industry and new food concepts
- You enjoy social events
- You believe in the product
- You have an open and approachable personality
- You strive to make tomorrow better and more efficient
- You are able to create a bond with new acquaintances
- You are a natural sales person, both selling yourself and the product you represent

### Responsibilities

- Find new prospects
- Correspond with prospects
- Arrange sales meetings
- Adjust sales strategy
- Maintain existing clients
- Work closely with the marketing team

**Required Skills & Experience**

- HBO diploma
- Independently working
- Solution driven and creative
- 1-2 years working experience in a sales function
- Advanced English language skills, both written and oral
- Basic Dutch language skills
- German or French language skills is a plus

**Contact information**

Tel. 020 2050703

[thomas.kascha@naturaltableware.com](mailto:thomas.kascha@naturaltableware.com)

[naturaltableware.com](http://naturaltableware.com) – [disposables.bio](http://disposables.bio)