



Dümmen Orange is an internationally leading breeding company focused on cut flowers, bulbs, tropical plants, pot plants, bedding plants and perennials. For our Retail Sales department we are looking for a Retail Manager (m/f/d) for Western Europe region, located in Germany or the Netherlands.

RETAIL MANAGER (m/f/d) WESTERN EUROPE

JOB OBJECTIVE

Our organization grows and flourishes via organic growth and by acquiring other companies. This results in a fast-changing and, therefore, challenging environment. As Retail Manager (m/f/d) you will take responsibility for maintaining meaningful commercial long-term relationships and for creating business opportunities with major focus on key German retailers. By thorough understanding and mapping of each retailer's product portfolio and supply chain you will effectively stimulate increased Dümmen Orange market share, across the full product assortment. At this, you will work with a small but experienced retail team, within a vastly knowledgeable internal framework.

YOUR TASKS AND RESPONSIBILITIES

- Maintain and elongate the life cycle of Dümmen Orange varieties,
- Increase speed and correct product positioning of new product introductions into retail accounts,
- Transfer relevant information internally, regarding price, place, product, promotion, people and landscape changes, leading to more consumer-driven products and to be able to compete more effectively in the retail chain,
- Increase Dümmen Orange brand visibility throughout the chain to consumer,
- Increase sales and profit per product segment for your region,
- Create, working with sales and Integrated Product Teams (IPT) colleagues, effective product concepts and retail strategies.

YOUR PROFILE

- Academic degree (i. e. in Sales & Marketing, Business Administration or Agriculture) or relevant experience with retail,
- Several years of work experience within horticultural sector,
- Several years of proven work experience with large retailers (supermarkets, garden centres, DIY and online sales platforms),
- Fluency in German and English (both written and oral), with the addition of Dutch would be an advantage,
- Proficient computer skills in MS Office applications, particularly with Excel, PowerPoint and Word,
- Strong networker and facilitator,
- Focus on customer-centricity and -intimacy,
- Makes things happen and follows through in execution driven by results and quality.



WE OFFER

Dümmen Orange has great global ambitions. Innovation, technology and quality are high priorities. This results in a challenging working environment in which you can develop yourself. Dümmen Orange offers plenty of room for personal growth and development to its employees. We have an informal and easily accessible working environment in which cooperation is very important.

DÜMMEN ORANGE

Dümmen Orange is a worldwide leader in breeding and development of flowers and plants. Our annual turnover is around 360 million euro. We have more than 7.700 employees worldwide. In addition to a large marketing and sales network, Dümmen Orange has a diversified network of specialized production sites. The key to our Dümmen Orange success is a broad and deep product range, supported by a global supply chain. We take pride in our corporate social responsibility efforts investing in the health, safety, and personal development of our staff as well as in innovative and sustainable techniques.

YOUR APPLICATION

Visit our Jobs & Career page on our website DummenOrange.com to apply for this job.

If you have questions about the job, you can contact Emma Birdshaw (Retail Manager EMEA), via +44 7455 177 499.