



Jan van Eijcklaan 2 | 3723 BC Bilthoven | The Netherlands | T: +31 30 225 2060 | www.bridge2food.com

## **Bridge2Food**

Bridge2Food is a Dutch company established in Bilthoven. The company is active in the international food industry since 2002, focussing on the organisation of industry networks, research and consultancy, in the global health food business. A reputation has been established in fast moving food categories and food ingredients with tailored market research, consultancy and organisation of conferences and courses in Europe, Asia and the USA. Due to the success and the international network expansion plans, there is a vacancy for a:

## **Business Development Manager**

*Taking the health foods & food ingredients business to the next level*

### **Position**

To develop key industry network events (conferences, courses and programs) in the area of health foods and food (protein) ingredients and drive with the Bridge2Food colleagues the marketing activities of the company. The main tasks are:

- Develop, organise, market and sell conferences, courses & events, and related web-based activities)
- Develop and maintain customer relations
- Carry out pre-conference market research (quantitative and qualitative)
- Host conferences events
- Carry out consultancy projects

The manager will make a business plan and will have a budget responsibility.

### **Profile**

- University/Polytechnical degree and preferably educated in Food or Nutrition
- Relevant working experience in the food industry with an established international network in preferably food ingredients industry
- Min. 5 years experience in sales, marketing, innovation or business development
- International experience is a must
- Entrepreneurial, networker
- Ability to listen and translate customer questions into demand
- Accurate, persistent, "taking care", service minded
- Spirit, humour, enthusiasm
- Fluency in Dutch and English, reading, speaking and writing
- Willingness to travel 25% internationally.

### **Challenge**

We offer you a great opportunity to develop yourself in an international business environment and network in fast moving food categories from a relatively small company. You can tap into a global network of food business relations from the Bridge2Food colleagues and partners. You will have a lot of responsibility and will also get many possibilities for personal development.

Options for further personal development into working on consultancy projects certainly exist.

We offer a market competitive salary package.

Location: Bilthoven (The Netherlands)



Jan van Eijcklaan 2 | 3723 BC Bilthoven | The Netherlands | T: +31 30 225 2060 | [www.bridge2food.com](http://www.bridge2food.com)

### **Application**

Send in your application letter, including a resume and photo by mail or e-mail to G. Klein Essink ([gkleinessink@bridge2food.com](mailto:gkleinessink@bridge2food.com)) or:

Bridge2Food  
Attn. G. Klein Essink  
Jan van Eijcklaan 2-4  
3723 BC Bilthoven  
The Netherlands

### **Information**

Contact for more information: Gerard Klein Essink, T: +31 30 225 2060,  
M: +31 6 200 39196, I: [www.bridge2food.com](http://www.bridge2food.com); E: [gkleinessink@bridge2food.com](mailto:gkleinessink@bridge2food.com)

### **Background to Bridge2Food**

Customers of Bridge2Food are global FMCG food companies and food ingredient manufacturers as well as Dutch government offices.

Bridge2Food has organised the following conferences and courses and meetings:

- 3<sup>rd</sup> Food Proteins Course (USA, 2009)
- Coated Foods Seminar (Netherlands, 2009)
- 2<sup>nd</sup> Food Proteins Course (Netherlands, 2008)
- 2<sup>nd</sup> Soy Beverages Innovations (Thailand, 2008)
- 1<sup>st</sup> Food Protein innovation Conference (Netherlands, 2008)
- 2<sup>nd</sup> Healthy & Nutritional Bars (Germany, 2008)
- 1<sup>st</sup> Meat-Free Conference (Germany, 2007)
- 4<sup>th</sup> Dairy-Free Conference (UK, 2007)
- Food for School Children (Netherlands, 2007)
- Soya Drinks & Desserts: How to make them? (Netherlands), 2007)
- Food Proteins: Properties, Functionalities and Applications (Netherlands, 2007)
- Soya Drinks & Desserts (France, 2006)
- 1<sup>st</sup> Soy Beverages Innovations (Thailand, 2006)
- 1<sup>st</sup> Healthy & Nutritional Bars (Netherlands), 2006)
- Soya Drinks & Desserts (Germany, 2005)