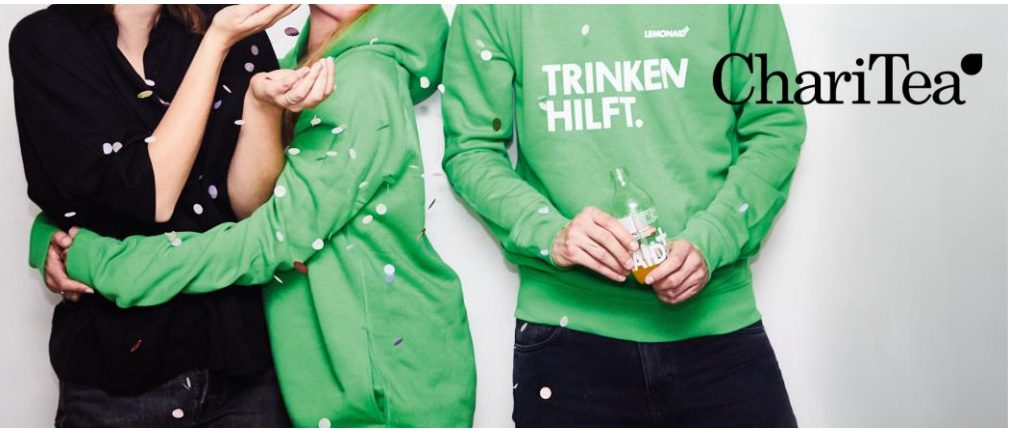


LEMONAID⁺



We are a social business from Hamburg, Germany and are looking for:

Country Manager in the Netherlands (m/f/d).

Residence in the Netherlands. From October 2021 on. Full-time. Unlimited.

What it is about.

- + You are in charge of a small team. You are responsible for personnel development, support and motivation.
- + You take over budget responsibility and strategic planning.
- + You will look after the key accounts, negotiate deals and initiate marketing plans/ promotions.
- + You expand the wholesaler network and increase the availability of products and overcome logistical challenges.
- + You will develop a long term retail strategy, increase retail sales, and be the main point of contact.
- + You network at relevant events.
- + You are responsible for the local online strategy, including maintaining the landing page.

What we are looking for.

- + You identify with our philosophy and want to make a positive change in society through your work.
- + You have completed commercial training or a degree.
- + You have several years of professional experience in field sales, have a good network in the hospitality industry and have already been able to gain initial experience as a team leader.
- + Previous experience in/with retail is a plus.
- + You are communicative, solution-oriented, have a hands-on mentality, enjoy negotiating situations and can think strategically across departments.
- + You have a high level of self-organization and self-motivation and a dynamic and sometimes chaotic work environment does not upset you.
- + You enjoy working with people and can motivate your team to perform at their best.
- + You have a driver's license and like to drive (company car with private use).
- + You speak Dutch and English at a business level.

What we offer.

With us it is and remains exciting: You can expect a challenging and equally varied job. We are a family team of highly motivated people who work together in a friendly and professional manner. We offer a flexible working hours model, sabbatical and other meaningful benefits. For example, we regularly travel as a team to our producers, including Sri Lanka, Paraguay, Mexico and South Africa.

What now?

The rush of applications for the liquid revolution is huge. We are especially looking forward to receiving complete and meaningful applications (cover letter and resume including salary expectations and possible start date). Please send your application to **Inga and Kira** via jobs@lemonaid.de, mention the specific position in the subject of your mail and send us the documents in PDF format (max. 5 MB). Since we would like to fill the position as soon as possible, we are looking forward to your application before **1st of September!**