



Vacancy

B2B Sales Specialist (based in Europe)

Are you passionate about sustainable tea and regenerative agriculture? Would you like to make a meaningful impact in your work? Do you have experience working with brands focused on sustainability and responsible sourcing in the tea industry? Are you a self-starter who loves building long-term business relationships? Are you, in fact, the sales tiger our dynamic team's been missing?

Introduction

[Grounded Ingredients](#) works to make regenerative agriculture and sustainable wild harvesting financially viable for producers of natural ingredients. We bridge the gap between brands and regenerative producers in Africa by offering transparent, customised sourcing and expert blending. We focus on ingredients for brands committed to responsible sourcing in the tea, ready-to-drink and botanical industries, with a portfolio of fully-traceable teas, tisanes, spices, dried roots, herbs, flowers, fruit and essential oils.

Our small, tightly-knit team operates out of Cape Town, South Africa and Utrecht, Netherlands. We aggregate at our organic warehouse in Cape Town and ship predominantly to clients in Europe and North America. We also offer wholesale services from our Rotterdam warehouse partner, and are currently establishing wholesale services for clients in North America.

The role

We are looking for an energetic Sales Tiger to join our team.

We need someone who loves building long term relationships with clients, understanding their needs and executing sales from start to finish. Our clients are ethical brands in the tea/ready-to-drink segment. We are focused on developing 'sourcing partnerships', where we take on the role of transparently sourcing a range of regeneratively produced ingredients for each brand we work with, instead of pursuing once-off sales. We believe everyone in the supply chain can benefit from building a community of like-minded companies, to learn from and connect with each other as we work together to make ingredient sourcing more transparent and ethical.

As Sales Tiger, you will need to leverage and build your network to identify potential sourcing partnerships. You will be responsible for managing and executing the sales process from lead identification to closure. Fulfilment will be supported by our sourcing and logistics team in Cape Town.

This position will initially be part time, with capacity to scale. A fair remuneration package will be offered to the successful candidate, in accordance with experience. Remuneration will be partly commission based.

Responsibilities

Responsibilities include but are not limited to:



- Leverage tea industry network to sell regeneratively-produced ingredients
- Develop our community of like-minded clients
- Identify client demand and coordinate process to meet client specifications
- Coordinate sample shipments to clients
- Understand and communicate the impact-driven stories behind each of our regenerative ingredients
- Communicate client expectations on quality and specifications with sourcing and fulfilment team
- Negotiate orders with clients, obtain purchase orders

Profile

- Over three years of relevant work experience, preferably at a wholesale tea company
- Excellent planning, coordination, and communication at multiple levels
- Excellent spoken and written communication skills in English, and preferably German or French
- Highly motivated, ability to work independently, set and achieve goals, and remain engaged and productive in a remote work environment
- Ability and willingness to travel (when required)
- Experience importing organically certified ingredients
- A sense of humour and a positive outlook on life and teamwork

Application process

Suitable candidates are invited to apply by submitting their CVs and a short motivation letter to hr@grounded.co.za. Applications should be submitted by 15 May 2024.

Feel free to circulate this document within your network or share with suitable candidates.

If you have not heard from us regarding your application within ten working days, please consider your application to be unsuccessful.

