



## Territory Manager – Food & Beverage, Central Greece

A trusted partner at nearly three million customer locations, Ecolab (NYSE:ECL) is the global sustainability leader offering water, hygiene and infection prevention solutions and services that protect people and the resources vital to life. With annual sales of \$15billion and more than 47,000 associates, Ecolab delivers comprehensive solutions, data-driven insights, and personalized service to advance food safety, maintain clean and safe environments, optimize water and energy use, and improve operational efficiencies and sustainability for customers in the food, healthcare, hospitality, and industrial markets in more than 170 countries around the world.

See how Ecolab helps make 27% of the world's processed food safe. In Food & Beverage, you'll help a wide variety of food, beverage, and brewery processors manage the increasing risks of foodborne illness and contamination. By providing cleaning and sanitizing programs, animal care products, antimicrobial food tissue treatment and many other operational efficiency and product quality programs, Food & Beverage offers the opportunity to work with a combination of innovation and world-class service.

### What You Will Do:

We are looking for our leading Food & Beverage team a **Territory Manager** based in **Central Greece (ideally Trikala or Larissa)**.

Based on traveling to various customer sites, the Territory Manager is responsible for technical service delivery, primarily focused on supporting the hygiene operations on site using Ecolab products / concept applications and delivering agreed targets. As a Territory Manager, you will work with some of the leading food, beverage, and dairy manufacturing customers in Central Greece.

Key responsibilities include:

- Manage customer accounts in specified areas with site wide responsibility for Ecolab hygiene performance, chemistry, and technical service.
- Introduce new product offerings to existing customers and prospect network to obtain new business.
- Deliver technical support to customer sites with any hygiene requests; identifying and resolving customer challenges as outlined in the customer Service Level Commitments (SLCs).
- Report results of customer contacts and planned activities on regular basis.
- Work closely with current and prospective customers to understand business needs and provide solutions and recommendations for improvements to CIP/COP cleaning practices and procedures on the customer plant.
- Develop strong relationships with key stakeholders within current and prospective customers, including plant or facility executives.
- Engage in problem solving by performing system analysis, interpreting data, and providing written recommendations to ensure customer operations are performing at optimal levels.
- Participate in General Account Management activities such as regular customer review meetings reporting, forecasting, receivables management, account planning etc.



- Manage customer sales to plan targets and target growth opportunities.

As a trusted partner, your customers will rely on you for their success. Ecolab is committed to seeing you succeed and provides several exceptional technical training programs to ensure you're prepared to solve any customer problem.

### What You'll need:

- Bachelor's degree in chemical engineering /chemistry, food science, agricultural studies or relevant field
- Minimum 3 years of working experience in technical sales ideally in a multinational company
- Industry related experience in Food & Beverage (CIP/COP cleaning for brewing, beverage, dairy, membrane processing etc.) will be considered a plus.
- Very good knowledge of English language (verbal & written communication)
- Proficient with Microsoft Office especially excel and ability to use new software monitoring applications via cloud-based platforms, HUB / Planchexx.
- Autonomous, Flexible in working patterns as some out of hours required.
- Willingness/Availability to travel in the area of responsibility across Central & North Greece
- Driver's license

### What's in it For You:

- Competitive compensation, bonus & full benefits package (bonus, private health insurance for employee & family members, monthly meal allowance (meal card), employee pension savings plan, free Ecolab products, employee assistance program, employee stock purchase plan, etc.)
- Company vehicle & mobile phone
- Flexible, independent work environment where you will plan your own schedule and report accordingly.
- Continuous training on innovative products and solutions
- Access to best-in-class resources, tools, and technology, IT.
- Excellent career development opportunities within a leading multinational company.

Imagine a future where your career not only propels you forward but also contributes to a greater purpose. **Ecolab Greece is proud to be a Great Place to Work- Certified™ Company!**

Our associates have spoken and recognised outstanding employee experience. When you join Ecolab, you're not only contributing to a company that's making a global impact—you're also becoming part of a team dedicated to fostering outstanding workplaces for all our associates.

### Our Commitment to Diversity and Inclusion

At Ecolab, we believe the best teams are diverse and inclusive, and we are on a journey to create a workplace where every associate can grow and achieve their best. We are committed to fair and equal treatment of associates and applicants. We recruit, hire, promote, transfer, and provide opportunities for advancement on the basis of individual qualifications and job performance.

All applications will be treated with confidentiality.

For more Ecolab news and information, visit [www.ecolab.com](http://www.ecolab.com) .

