



## Scott Automation – Business Development Manager - Food processing automation

### **Business Development Manager - Food Processing Automation (Bakery, Snacks & Dairy)**

#### **About the Role**

To support Scott's strategic growth ambitions, we are looking for a dynamic and driven Business Development Manager who will expand our presence in new sales markets within the food industry, with a primary focus on

bakery, snack and dairy processing. You will identify market opportunities, build strong commercial relationships, and position Scott's automation solutions as a leading choice for innovative manufacturers.

This role specifically targets candidates with proven experience in the European market, with knowledge of the North American market considered a strong advantage, and who are accustomed to working with large Blue Chip customers.

## **Key Responsibilities**

### *Market Development*

- Identify, analyze and unlock new sales markets within the food processing sector, with a focus on bakery, snacks and dairy
- Develop and execute market entry and growth strategies aligned with Scott's commercial objectives

### *Opportunity Development*

- Build and manage a pipeline of strategic opportunities with large multinational food manufacturers
- Develop early-stage opportunities together with customers and internal technical teams

### *Relationship Development*

- Build and maintain relationships with key industry stakeholders including processors, integrators and technology partners
- Develop long-term strategic relationships with Blue Chip customers

### *Market Intelligence*

- Conduct market studies, competitor analyses and customer needs assessments
- Translate market insights into concrete sales initiatives and product opportunities

### *Internal Collaboration*

- Work closely with Sales, Engineering, Product Management and Marketing teams
- Provide market feedback to support product development and strategic planning

### *Representation*

- Represent Scott at international trade fairs, conferences and customer visits

## **Your Profile**

- Proven track record in business development or strategic sales, preferably in the food processing industry
- Demonstrated experience operating in the European market, with knowledge of the North American market considered a strong advantage
- Experience in bakery, snack and/or dairy markets is a strong advantage
- Strong networker with experience engaging Blue Chip accounts and navigating complex corporate environments
- Strategic thinker with strong analytical skills and the ability to translate insights into action
- Comfortable working in an international, solution-driven environment
- Excellent communication skills
- Fluent in English; additional languages are a plus
- Willingness to travel

## **What Scott Offers**

- The opportunity to lead strategic market expansion across EU and NA with exposure to global Blue Chip organizations
- A role with impact, autonomy and direct visibility towards senior leadership
- A dynamic and international working environment
- Attractive compensation package with additional benefits
- Opportunities for professional development and growth

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