

	
<b>Position name</b>	<b>Brand Development Manager</b>
<b>Location + full-time/part-time</b>	Neu-Isenburg, Hesse, Germany / Hybrid
<b>Company description</b>	<p><i>Are you ready to join an international company that is focused on creating sustainable products for foodservice and airline industries?</i></p> <p>Probably at some point in your life you traveled on the plane &amp; ordered some food or went to your nearby takeout place to buy a salad for lunch. In this case, you might have seen deSter products and didn't even know it. A lot of people don't realize that packaging world can be exciting, but it is more than that, especially when it comes to food. deSter is unique in its industry because we design and manufacture packaging as well as some additional complimentary products such as amenity kits, airplane trolleys &amp; condiment packs. Our purpose is to create sustainable food and travel experiences and we need you on this journey.</p> <p>If you want to be a part of a company that strives to create a better future and change how we look at food packaging, you are in the right place.</p>
<b>Job description</b>	To develop and maintain new/existing brand partner relationships to support deSter's global sales strategy for on board amenity kits, soft goods, bedding, and tableware. Participating in game changer pitches presenting brand story and concepts.
<b>Main responsibilities</b>	<ol style="list-style-type: none"> <li>1. Responsible for global sourcing and strategic brand partnership development of relevant brands based on deSter's strategic sales targets. This includes assessment of core markets/ regions in line with brand strategy, acquisition of relevant brand partnerships and identification of suitable brand suppliers.</li> <li>2. Preparation of brand presentations and concepts for internal and external communication for strategic, sales and training purposes. This includes creating stories and links between relevant brands and potential customers and providing regular trainings to internal stakeholders update latest partnerships, trends, market developments etc.</li> </ol>

	<ol style="list-style-type: none"> <li>3. Negotiation and maintenance of legal contractual compliance between deSter and brands.</li> <li>4. Support of sales team with tender submission, including brand portfolio development, gathering, and negotiating prices, lead times and further commercial terms for selected products</li> <li>5. Support of sales team with customer meetings and presentations on site for relevant brands and product segments</li> <li>6. Managing and keeping track of KPIs in line with sales targets and brand strategy.</li> </ol>
<p><b>Requirements</b></p>	<ul style="list-style-type: none"> <li>• Academic degree in economics, communications, marketing, or comparable qualification</li> <li>• 2-5 years' work experience in a comparable position or department</li> <li>• Experience in relationship management of internal and external stakeholders</li> <li>• Good team player and ability to work in a virtual intercultural team</li> <li>• Very good communication skills</li> <li>• An interest in fashion, lifestyle, interior design and cosmetics market is desired</li> <li>• Languages: English – business fluent, any other language is an asset.</li> </ul>
<p><b>What we offer</b></p>	<p>Joining deSter means you will become a part of an innovative company with sustainability at heart and colleagues &amp; customers globally. Besides competitive salary and benefits, we also offer <b>hybrid way of working (office/remote)</b> and a team of colleagues that have a passion &amp; enthusiasm for what they do.</p>