

make your mark

A world of chocolate

ADM Schokinag, as part of ADM Cocoa, is one of Europe's leading producers of industrial chocolate, cocoa powder and cocoa butter supplying the biscuit, bakery, confectionery, ice cream, dairy and other food industries.

In order to meet our sales strategy, we are looking for a

Sales Manager

 to join our sales team in **Mannheim, Germany**.

As our sales manager you will mainly be responsible for realising the sales budget and contribute to an increase in sales volume for the assignment area, primarily the German market. You will be managing the appointed accounts in this area as well as developing the market and creating new accounts. You will regularly report on the activities in the assigned areas.

Main responsibilities

- Developing the German market for chocolate and semi finished products
- Developing the ADM Cocoa brands ('De Zaan', Schokinag, etc.)
- Achieving sales targets (growing of our market share) and implementing action plans to achieve these targets
- Management of local projects: outsourcing deals and other projects with key accounts buying locally in coordination with key account managers

The sales manager will report directly to the German Sales Director.

As our sales manager you should have the following experience and competencies:

- A bachelors or masters degree
- Knowledge of chocolate and the trade
- At least 5 years experience in sales and handling key accounts, preferably in an international business to business environment
- A very strong and commercially driven personality with a customer focus
- Excellent communication skills including German and English fluency
- Be stress resistant and a good negotiator
- Able to function independently without losing touch with the sales group and meeting targets
- Have strong people skills
- The readiness to travel frequently within Germany

Every day, the 28,000 people of Archer Daniels Midland Company (NYSE: ADM) turn crops into renewable products that meet the demands of a growing world. At more than 230 processing plants, we convert corn, oilseeds, wheat and cocoa into products for food, animal feed, chemical and energy uses. We operate one of the world's premier crop origination and transportation networks, connecting crops and markets in more than 60 countries. Our global headquarters is in Decatur, Illinois, and our net sales for the fiscal year ended June 30, 2009, were \$ 69 billion.

Please send your application in English to Christine.Bernd@adm.com or

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