

F-TKO



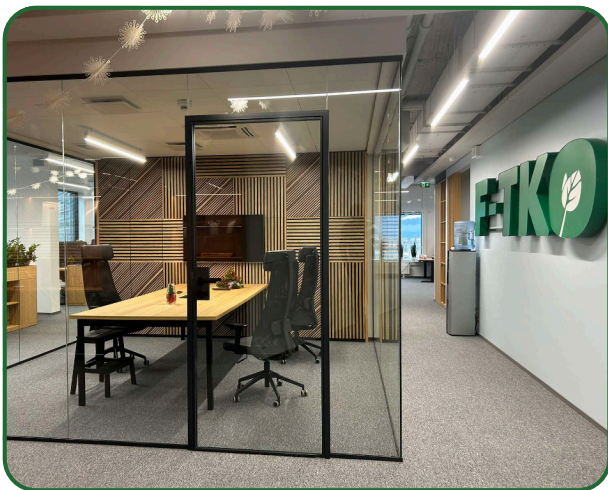
Sales Manager for Africa »

Headquarters in Tallinn

F-TKO

Founded in 2010, F-TKO is an international organization that supplies high-quality animal proteins and fats. F-TKO's Head Quarters is based in Pärnu mnt. 137 Tallinn, Estonia (Vector Ärimaja). The Group also has offices in Poland, Spain + in the Middle East, South America and Asia.

Our core business is sourcing Processed Animal Proteins (PAPs) from Europe, the Middle East & South America, and offer these to our customers in Europe & Asia. Our Group is one of the largest players in the Processed Animal Proteins sector, and we continue to expand our operations on a yearly basis.



As a Sales Manager, you are responsible for finding new customers in the untouched continent of Africa. You will be trained and instructed on how to find and approach new customers. You will also receive comprehensive product/technical training as an understanding of the products characteristics is required. The main aim is to find direct sales options (such as to African Feed mills) and/or sell to local trading companies.

Candidate expectations:

The position requires sales skills, such as cold calling & emailing potential customers and arranging customer visits. F-TKO also plans to attend local Trade Shows in Africa where the Sales Manager + a part of the F-TKO team will need to be present.

Proper English language skill is required, both spoken and written. Estonian and/or Russian is a plus. We prefer candidates which have international sales experience.

The company offers:

F-TKO offers an attractive salary package (base salary + performance bonus) and an excellent international work experience. As a bonus, we organize annual summer trips for our employees to fantastic destinations in Europe.

Our brand-new office also has its own gym, which is free to use for its employees.

Costa Rica office
San Jose

Italy office
Spartanovo

Head Quarter
Tallinn
Poland office
Warsaw

UAE office
Dubai

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