



## Head of Purchase & Offer

Contract : Permanent

Location : Anderlecht

### JOB DESCRIPTION 🤝

Together with your team, you establish the **commercial offer strategy** of eFarmz by defining and structuring the **product & meal box assortment** in order to reach **sales & margins** objectives.

You are responsible for the **perfect customer experience** regarding the product & meal box offer from the webshop presentation till the consumption at home.

You structure and analyze the available data with your team in order to build **dashboards** & monitor sales & margins **KPI's** (turnover, volume, stock etc..).

You lead dedicated **development projects** and develop **new business opportunities**.

You build & **maintain long term relationships** with our local farmers and suppliers.

You develop, **manage** and coach the Purchase & Offer team currently made up of 5 people.

You are part of the **management team** and work in close collaboration with the CEO, the Head of Supply Chain, the Marketing Manager and the CTO to contribute to the strategic developments of eFarmz.

## PROFILE

- You have minimum **5 years of category management** experience, preferably in food & organic market
- You have a **master** in Economics, Business Administration, Marketing or Management
- You love **organic food**, challenge and you think outside the box
- You already have a **people management** experience
- You have strong **commercial skills** & your focus is on the **customer**
- You have solid **analytical skills**, demonstrate an **attention to details** and you are **result-driven**
- You have **excellent negotiation skills** and the ability to build strong relationships
- You are **strategic**, structured and at the same time you have a pragmatic and a **“hands on” attitude**
- You are able to work in **French & Dutch**

## BENEFITS

- A job with impact that contributes to a **sustainable vision of food**
- A **young and dynamic** work environment!
- A salary package adapted to your profile
- A smartphone with a subscription
- Meal vouchers, discounts on the website etc..

## PROCESS

- Send your **CV** and **cover letter** to [camille.bosc@efarmz.be](mailto:camille.bosc@efarmz.be)
- An **interview with the CEO** to assess your motivation and fit with eFarmz
- An **interview** with the current **team** including situational **exercises**
- **Reference** check