



## Senior Consultant

True-Capital Associates BV is an executive search firm, active in the Food & Feed industry with special focus on Flavours, Ingredients and Agri Commodities. We are valued for our commitment, personal approach and knowledge of these industries. We are working on senior leadership positions across EMEA and APAC.

To expand our business and our team, we are looking for a born entrepreneur who creates a new practice area, based on his/her extensive network in a specific industry.

The Senior Consultant will be a seasoned professional, who is comfortable in driving business development and act as an advisor to international C-Suite and VP executives in his / her industry.

The successful candidate will be given support and autonomy to apply his / her entrepreneurial energy, ideas and experience to successfully acquire and serve new and established clients.

Our office is located in Amstelveen, the Netherlands. Our specialised and motivated team thrives in an open and collaborative environment. The team is committed to work together, share knowledge and maintain a professional yet personal approach at all times.

### **Required experience and knowledge:**

- University degree
- Minimum 15 years of work experience
- High level knowledge of and working experience in a specific industry or segment
- Proven commercial track record
- Active network in a specific industry
- Proven ability to act as an advisor to senior leadership

### **Professional skills and personal characteristics:**

- Consultative, tenacious and confident selling ability
- Curious and inquisitive attitude
- Controlled, calm and pragmatic, with excellent listening skills
- A natural tendency to share knowledge and experiences
- Highly motivated with an organised work style
- Confident and eager networker with proven ability to engage new clients and candidates
- Good sense of humour
- Entrepreneurial spirit and desire to expand and drive new business leads

If this sounds of interest, we are pleased to engage into further discussions.  
Please send your CV with motivation letter.

*Kristina Julm*

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