

BUSINESS DEVELOPMENT MANAGER (M/W/X)

La société

Founded in 1852 and based in Warcoing (Wallonie picarde), **COSUCRA** is a Belgian family-owned company specialized in natural ingredient extraction from chicory and yellow peas. Our products are used in the food and nutrition-health sectors and distributed in more than 50 countries.

Our success relies on the commitment of our 350 employees and on strong, long-lasting relationships with producers, partners, and customers worldwide.

Since 2024, **COSUCRA has been B Corp certified**, acknowledging our commitment to high social and environmental standards .

Our Values

- **Self fulfilment** – We support personal and professional development for all employees
- **Living together** – We foster teamwork, cooperation, and mutual respect
- **Searching for excellence** – We aim for continuous improvement, innovation, and high-quality standards

Fonction

As **Business Development Manager**, you contribute to COSUCRA's growth by supporting new product development (NPD), managing strategic projects, and developing key accounts within your assigned region.

You will act as a bridge between partners, customers, and internal teams to drive successful project execution and strengthen COSUCRA's market position.

Your Key Responsibilities

Primary Focus: **New Product Development & Project Support**

The core of this role is to drive innovation, ensure project success, and strengthen COSUCRA's strategic position through high-impact technical and development activities.

Your main responsibilities include:

- Evaluating partner project pipelines with Regional Managers to identify the most promising development opportunities.
- Driving progress on strategic projects by defining success requirements and coordinating internal stakeholders (Product Development Managers, Regional Managers, Technical & Nutritional Service, Internal Sales, Production for factory visits).
- Providing or coordinating tailored technical services according to each project's needs.
- Supporting partners in their prospecting activities through joint customer and prospect visits.
- Refreshing and reinforcing partners' technical knowledge while guiding them toward strategic product opportunities.
- Collaborating closely with Regional Managers to safeguard partner cooperation dynamics and maintain the stability of existing partner models.
- Delivering up-to-date market intelligence on consumer product trends, industry developments, retail activity, and competitor movements.
- Sharing success stories and improvement needs to help refine COSUCRA's product offering, sales tools, and positioning.
- Contributing to the annual action and development plan for existing product portfolios in collaboration with Product Development Managers, Sales teams, and the Application Lab.

Complementary Scope: **Key Account Management**

In addition to your primary development and project responsibilities, you will also ensure the effective management of key accounts:

- Developing and maintaining strong relationships with all key stakeholders at strategic customer accounts.
- Managing communication proactively, both internally and externally, to ensure smooth and timely execution of all actions.

- Negotiating and meeting sales targets while ensuring strong and consistent positioning at key accounts.

Profil

- Strong command of **English**
- Background in **Food Technology** (training or relevant experience).
- Solid **understanding** of multiple **ingredients** and **applications**.
- Proven **commercial skills** and ability to drive **customer relationships**.
- **Creative, solution-oriented** mindset.
- Strong **communication skills** (internal & external).
- **Team player** with a **customer-focused** approach.

Offre

Joining COSUCRA means becoming part of a dynamic and caring company where innovation, initiative, and autonomy are highly valued.

You will enjoy:

- **An inspiring work environment** in a green setting, ideal for walking, sports, or relaxation during your breaks
- **Continuous learning opportunities** through training and skill development programs
- **A positive and nurturing company culture**, focused on well-being and employee fulfilment
 - **An attractive compensation package**, including: meal vouchers, eco-vouchers, gift vouchers, annual bonus, individual training plan, various insurances (DKV, group, disability), bicycle leasing, seniority bonuses and additional leave
- **A permanent employment contract**

If you are passionate about innovation, customer collaboration, and making a real impact in a growing global company, we would be delighted to receive your application — join us and help shape the future of plant-based ingredients at COSUCRA.

Ready to join us? Apply now!

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Non je refuse

Oui je comprends