



Be a force of nature

Business Development Manager

We share a determination to grow the business in a responsible way. You are naturally driven by a flair for commerce and have a strong interest in creating rewarding relationships with both customers and consumers. You will have a significant impact on our performance. Imagine the scope of your career opportunities. Be a force of nature. Join us at arla.com/career.

Support our growth via joint ventures and partnerships

Arla Foods Ingredients has recently become an independent company within the Arla Foods Group, which gives us the opportunity to pursue our growth ambitions with even more determination. Our vision remains: to be world leading in providing advanced innovative solutions within the milk-based ingredients industry.

In order to support business excellence and future growth within the new organisation, we are seeking a Business Development Manager. You refer to the Director of Business Development, and play a key role in achieving the ambitious growth targets of Arla Foods Ingredients. The position is based in Aarhus, Denmark.

Your main objective is to expand our production platform through joint ventures and partnerships. You will lead the process from screening through evaluation, negotiation and implementation. Furthermore, you conduct feasibility studies on specific product and customer segments, and in general you participate in

developing the future strategy for Arla Foods Ingredients. The position provides you with a broad international network – both inside and outside the organisation.

Solid financial and economic background

You have a solid financial and/or economic educational background, and your CV displays previous experience as a Strategy Consultant or a Business Consultant within a business development function in a major international company or a consultancy. You are comfortable with complex valuation and DCF analysis. To be successful in this position, you must be capable of building positive and effective relations – both inside and outside the organisation. You have a systematic and analytical approach to your tasks, and you thrive on bringing your strategic mindset into play and on handling new challenges in a complex and dynamic environment. Finally, you excel in both written and spoken English and get by in one or more of the Scandinavian languages.

Application and contact

Send your application to job@arlafoods.com no later than 1 August and include “990610” in the subject field. For additional information, please call Senior Director Finance Klaus Kristiansen at +45 8938 1591 or Senior Director HR Niclas Kvernrød at +45 8938 1938. Please state in your application where you have seen the advertisement.

At Arla Foods, we turn milk into innovative products and strive to bring consumers around the world closer to nature. We are united and empowered by respect for the natural source that keeps us in business, and we share a determination to continue our ambitious development and growth. It will be a journey of a lifetime and to succeed we work together – to Lead, Sense & Create.

www.arla.com/career

