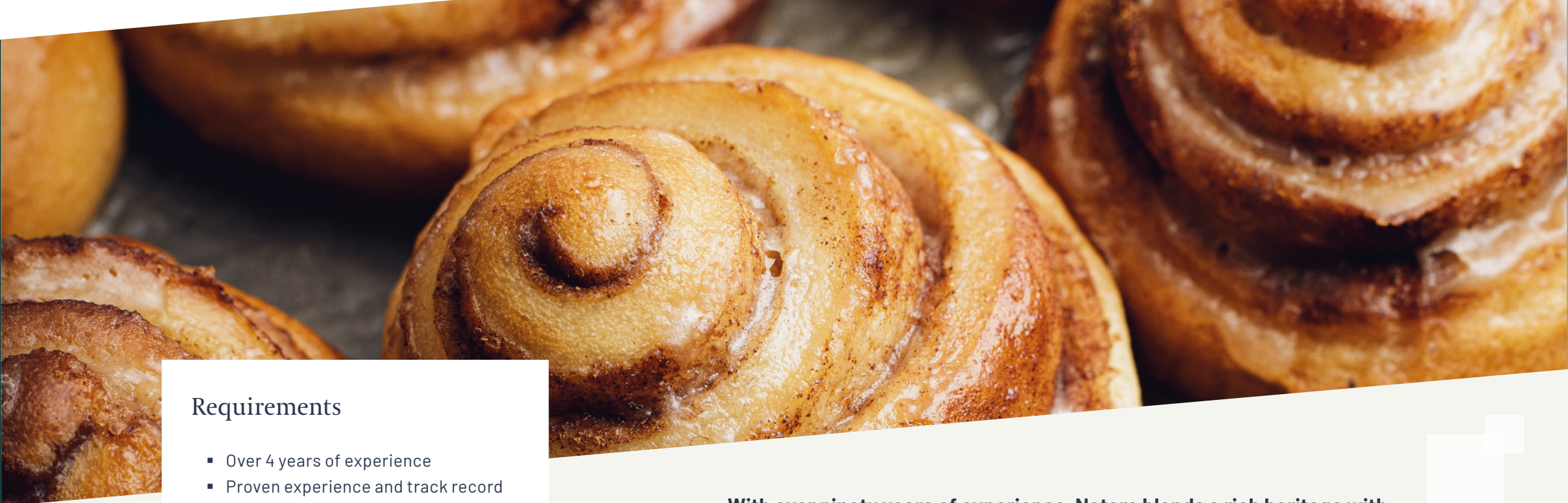


Vacancy at Natara

Key Account Manager



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Requirements

- Over 4 years of experience
- Proven experience and track record of managing regional key accounts, distributors, or in a similar customer-facing role
- Strategic and hands-on
- Data-driven
- Entrepreneurial
- Strong stakeholder manager
- Self-starter

 **Hybride**

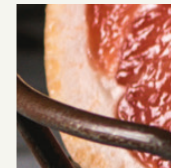
With over ninety years of experience, Natara blends a rich heritage with a forward-looking vision: becoming the leading global independent manufacturer of natural extracts and aroma chemicals. For the Key Account Manager, this is an exciting moment to join, offering the opportunity to contribute to the company's growth in the global flavor and fragrance industry.

About Natara

Natara is a leading independent manufacturer of specialty aroma chemicals and natural extracts for the flavor and fragrance (F&F) industry. Born as a carve-out from IFF, a global ingredients and fragrance company, the company regained its independence in 2023 under British private equity group Exponent. This marked the start of an exciting new chapter. Today, Natara produces over one thousand unique ingredients that define the character and quality of countless products worldwide, supplying both large and smaller F&F houses such as IFF, Givaudan, and DSM-Firmenich. Revenue stands at around one hundred million dollars, and the company aims to triple this in the coming years through organic growth and strategic acquisitions.

With a clear focus on growth, Natara is in motion. Operations are being professionalized, teams are professionalizing, and the customer focus is sharpening. Short decision-making lines and close collaboration allow ideas to move quickly, creating a dynamic environment where energy, adaptability, and an entrepreneurial mindset are key. Colleagues take ownership of their work, contributing directly to Natara's expansion while learning fast and developing professionally.

Natara combines international reach with a hybrid working culture, centered on a committed team based at its UK headquarters and across Europe, Asia, and North America. This is a place where professionals thrive in shaping a company's trajectory, making a tangible impact, and embracing the challenges and opportunities of a fast-paced, growing organization.





Key Account Manager

The Key Account Manager takes ownership of part of the European portfolio, acting as the primary point of contact for a selection of Natara's clients. Starting with a revenue base of around ten million dollars, the role allows for gradual expansion. It is about understanding each client, connecting at different levels of their organization, and making sure Natara's ingredients and capabilities really match their needs. Every meeting and conversation contributes to building lasting relationships and driving growth in this competitive environment.

This is a role where strategy meets action. Identifying opportunities, turning them into account plans, and coordinating with teams in R&D, supply chain, and innovation is part of the day-to-day. One of the Key Account Manager's main challenges is managing complex, matrix-driven clients, balancing pricing, product potential, and customer requirements, and moving fast when opportunities appear. Frequent travel across Europe, from Germany to Spain to France, keeps relationships strong and ensures opportunities are captured directly on the ground. And when an opportunity arises, the Key Account Manager has the drive and decisiveness to turn it into tangible results.

“Energy, curiosity, and a commercial mindset are essential in this role. You need to be able to navigate large, politically sensitive organizations and draw on every skill to drive progress and deepen relationships in every situation.”

▪ **Gonny Oudijk, VP Europe & Strategic Accounts**

This position is designed for a talented professional with strong analytical skills, a persuasive presence, and the confidence to act independently in a fast-paced environment. It is ideal for a self-starter who wants to learn quickly, grow their skills, and eventually move into a senior commercial or leadership role.





Interested?

Natara is working with Top of Minds to fill this vacancy.
To express your interest, please contact Catherine Visch at
catherine.visch@topofminds.com.



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