



RECRUITMENT EXPERTS IN THE FOOD  
PRODUCTION AND DISTRIBUTION FIELD



## ANTAL SECTOR SHOT CURRENT FOOD CONSUMPTION ON THE RISE

According to the latest United Nations survey, the global population aged 65 and over was 761 million in 2021 and is expected to increase to 1.6 billion by 2050. The elderly population accounts for about one-sixth of the global population, doubling the number of children under 5 years old. Increasing life expectancy and declining birth rates are leading to an aging population worldwide. This change will not only affect the labour market, but will also bring new business opportunities; middle-aged and elderly people are likely to become the main group of consumers in the future. Food bases and concentrates constitute an extremely highly concentrated market, de facto formed by three large manufacturers and their very solid brands. However, the competition is intense, and the innovation regarding the product recipe as well as the communication through the packaging are effective tools for differentiation and influencing the purchase decision.

*This year Antal is getting on higher demand for hiring food sales expert and lab engineers.*

**We source hard-to-find talent, for your hard-to-fill roles.**

With over 20 years of expertise in Romania and SEE, I am one of 18 sr. recruiters and consultants in our experienced team. While **Antal International globally boasts an impressive 30-year track record in the international arena**, our reputation as a trustworthy industry player is reinforced by numerous accolades.

With a **> 98% success rate** in matching top-tier executives with leading companies in the entire region of **SEE and CEE**, we excel in talent acquisition for **Mid to C-level roles**. Our mission is to connect you with exceptional talent who aligns perfectly with your organization's needs and culture.



### Food/Food Ingredients

#### Reference number – 508010 – KEY ACCOUNT MANAGER

- He has over **10 years of stable experience in the B2B Food & Food Ingredients market – covered South Romania.**
- His expertise is closely related to the commercial aspects within a retailer, including procurement, category management, trade and marketing, and sales. **He has achieved 10% increase of his current clients portfolio every year and ~ 3%- 5% increase into the new clients segment.**
- He poses a hard to-find combination of technical background and great commercial skills.



Contact  
our  
office

