

*Donau Soja is a European non-profit organisation based in Vienna that promotes the European protein transition and supports its members and partners to address challenges in protein and soya production and consumption. Our core work is developing sustainable, regional and non-GMO soya production in Europe based on our standards.*

**Join Donau Soja as**

## **KEY ACCOUNT MANAGER – AGRICULTURAL COMMODITIES**

(based in Vienna, 38,5 h/week, start as soon as possible)

### **The Role**

In this position you will be responsible for strengthening partnerships and market development within the upstream agricultural commodity sector — from soybean production through collection, trade, and first processing (e.g., crushing). The focus of this role is strictly on the early stages of the value chain and does not include downstream food production, processing, or retail.

This role requires close collaboration with agribusiness stakeholders across Europe and beyond, to build and maintain strong business relationships, and actively promote and sell Donau Soja sustainable market solutions. You will work with partners and colleagues to refine and develop new offerings to support compliance with both regulatory requirements (e.g., RED, EUDR, CSRD, CSRDD) and voluntary sustainability goals (e.g., net zero, SBTi).

### **Your Key Responsibilities:**

- Promotion and sales of Donau Soja sustainability market solutions, such as: Donau Soja/Europe Soja standard; Donau Soja RED standard, Crop Insight Software for European Deforestation Regulation compliance, LCA scope 3/CO2 reporting solutions
- Build and nurture partnerships with Donau Soja crushers, traders, collectors, producing companies and others, acting as single point of contact for customer communication and satisfaction
- Proactively identify and pursue new business leads and opportunities across Europe (Southeast and Eastern Europe, DACH and Western Europe) and beyond
- Involve, inform, update partners during the development of Donau Soja products and services, gather feedback on their needs and thus identify sales opportunities
- Represent Donau Soja at key industry events across Europe, raise awareness about Donau Soja products and support cross-functional teams in product development and marketing
- Continuously monitor market trends and stay informed about evolving sector needs and industry developments and competition. Coordinate with teams in

Serbia, Ukraine, and Moldova to implement sales and development strategies across Europe, make recommendations for adapting activities to local contexts.

### Your Qualifications:

- University degree in business management, agribusiness, sustainability, or related fields
- 5+ years' experience in sales, stakeholder engagement, or market development in agribusiness
- Strong network and knowledge of the agricultural commodities sector
- Familiarity with EU regulations (EUDR, CSRD, RED for biofuels) and voluntary market initiatives (SBTi, FLAG) is an advantage
- Strong decision-making skills, with a proven ability to analyse complex situations, evaluate different options, and make timely, well-informed choices
- Excellent interpersonal skills capable of managing complex relationships and foster trust and collaboration across diverse international internal and external teams
- Passion for sustainability topics and motivated in advancing the European Protein Transition
- Strong communication skills in English and German other European languages are a plus

### Why Join Us?

- **Impactful Work** at the interface between the private sector, politics and civil society
- **Collaborative Environment:** Work with a dedicated team of professionals passionate about making a difference.
- **Professional Growth:** Opportunities for learning and development within a dynamic and evolving organisation.
- **International Exposure:** Engage with a diverse network of stakeholders across Europe.
- A **charming, modern office** in the heart of Vienna with areas for focused work, for formal and informal exchange, and a fully equipped kitchen with free tea and coffee for employees.
- **Home Office** possibilities

### Strategic Partnership Programme

Donau Soja has a long-lasting cooperation with Austrian Development Agency (ADA) within a Strategic Partnership Programme. This position will be (partly) related to the implementation of this Programme's activities.

### Workforce diversity

Donau Soja is committed to achieving diversity within its workforce, and encourages all qualified applicants, irrespective of gender, nationality, disabilities, sexual orientation, culture, religious and ethnic backgrounds to apply. All applications will be treated in the strictest confidence.

For this position, we offer an attractive salary that matches your qualifications and experience. For legal reasons, we would like to point out that a minimum salary of EUR 3277,98 € gross per month applies (38,5 hours/week). Overpayment is possible with the appropriate professional experience and qualifications.

### **Interested?**

Then apply [here](#), sending us your CV and cover letter until **6<sup>th</sup> July 2025**. We look forward to hearing from you!