

Business Development Specialist in Bionutrients Platform (Europe) (m/f/d)

Ohly is one of the world's leading suppliers of yeast-based specialty ingredients for the global food, fermentation, feed and health market. It is part of the ABF Ingredients group (ABFI), providing specialty ingredients to a variety of segments including Food, Beverage, Nutrition, Feed and Pharma.

Within the model of devolved autonomy operated by ABF, Ohly develops and implements its own strategy and accounts for its own business success. This empowers our people with great freedom and independence. While enjoying all of the benefits and opportunities that belonging to a global group brings, meaning that individuals and teams can make a real difference within this operating culture.

Business Development Specialist (Europe) (m/f/d) **Bionutrients Platform | Europe-based** **Help Drive Growth in Fermentation Markets**

Are you passionate about biotechnology, fermentation and business development? Do you enjoy identifying opportunities, building customer relationships and turning market insights into commercial success? Then join our growing Bionutrients team at Ohly.

As a **Business Development Specialist**, you will support the expansion of our Bionutrients business across Europe by generating leads, developing opportunities and identifying new growth areas in fermentation-related markets.

This role suits someone with a fermentation-related technical foundation and first industry experience who brings energy, structure and a genuine hunter mindset. Regular travel within Europe is expected for customer meetings, distributor reviews, trade fairs and internal collaboration.

Your Responsibilities

- Generate and qualify new business opportunities in selected European markets and applications.
- Build and manage a structured sales pipeline from first contact to commercial conversion.
- Develop relationships with customers, distributors and key industry stakeholders.
- Follow up on samples, trials, technical requests, quotations and proposals.
- Identify and evaluate new growth opportunities across geographies, applications and customer segments.
- Conduct market research and translate findings into actionable commercial recommendations.
- Support customer visits, trade fairs and distributor meetings.
- Work closely with Sales, Innovation, R&D, Marketing and Supply Chain teams to drive business growth.

Your Profile

- Degree in Biotechnology, Fermentation Science, Food Science, Microbiology, Chemistry, Biology or a related field. PhD not required, but preferred.
- 2-5 years of experience in business development, technical sales, account management, technical service or a related role.
- Experience in fermentation, bionutrients, probiotics, enzymes, cultures, bioprocessing or technical ingredients is preferred.
- Strong analytical skills and commercial mindset.

- Experience working with CRM systems and pipeline management is an advantage.
- Business fluent in English; additional European languages are a plus.
- Willingness to travel within Europe.

What Makes You Successful

- Commercially curious and proactive.
- Strong hunter mentality with a passion for finding and developing opportunities.
- Structured and organized approach to managing projects and follow-ups.
- Excellent communication and relationship-building skills.
- Collaborative team player with a hands-on attitude.
- Ability to understand technical customer needs and translate them into business opportunities.

Why Join Ohly?

- Be part of a growing and strategically important business platform.
- Work at the intersection of biotechnology, fermentation and commercial growth.
- Collaborate with international customers and industry-leading experts.
- Make a visible impact in a global ingredients company with entrepreneurial spirit and strong development opportunities.

What we offer

- Located in the center of Hamburg (connection to public transport)
- Attractive remuneration
- Participation in the bonus program
- Subsidy for the HVV ProfiTicket
- Flexible working hours
- Opportunity for further training and individual development
- Mobile work possible at times
- Free fruit, water and coffee

Ready to help shape the future of fermentation? We look forward to hearing from you.