National Sales Manager Food Ingredients into Mid-sized Manufacturers (Home based)

Based: East Coast or Midwest USA (Home based)

Contact: usa@chronosconsulting.com

Chronos Consulting's client is a international food ingredient company expanding the sales team in the US.

We are looking for marketing managers, trade marketing experts and brand managers.

Job Description:
Reporting to VP Sales, you possess ingredient and technical sales experience into the food manufacturing industry and keen to continue to develop in career. Home based or working from offices in either New Jersey or Chicago, this role is an addition to the current sales force due to aggressive growth and the need to support clients.
You will be responsible for:
Managing dedicated accounts (mostly mid-sized food manufacturers) that buy cocoa powder.
Maximize sales margins according to established goals.
Work collaborative with both internal and external R&D departments.
Develop and maintain effective sales forecasts and territory plans.
Research new leads and target new accounts.
Ensure high level of customer service, resolution of complaints, troubleshooting product supply chain problems, client visits, industry networking, participating in trade shows.
Maintain up-to-date awareness of activities, industry trends and technical developments that effect target markets.

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http://www.chronosconsulting.com/component/jobs/detail_job/58817-national--sales-manager-food-ingredients-into-mid-sized-manufacturers

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