

THE COMPANY

NATUREX (over 1,400 employees worldwide and over \$400 million in sales) is now world leader in its field with the company recording strong growth every year. Present across all continents with both manufacturing and commercial facilities, it produces natural ingredients for the food, flavoring, pharmaceutical, cosmetic and nutraceutical markets. Listed on Euronext, it is a market leader in its sectors: its reputation is based on its high reactivity and the excellence of its products. Its strength in innovation comes from its scientific teams dedicated to its client's developments and the dynamism of its sales teams. The Group has set up subsidiaries throughout the world.

THE POSITION

As part of its Sales for the Eastern US, NATUREX is currently recruiting an Account Manager for the Cosmetics & Personal division in the Northeast United States.

The successful candidate will be responsible for customer satisfaction leading to sustainable and increasing business with current and new customers.

Reporting to the Sales Director, the Account Manager is in charge of :

- Establishing the annual budget and its implementation on its territory
- Organizing his/her schedule with customers' visits, calls and office work, leading to detailed reports in order to meet customers/prospects inquiries
- Preparing business reports communicated to the Sales Director
- Creating and completing the customer data sheets

THE PROFILE

- BS and/or Master's degree in Food Science / Agronomic / Agriculture.
- 3 to 5 year experience in the cosmetics industry
- Technical Sales ability
- The candidate must be able to travel locally (about 50% of time)
- An organized, dynamic, committed, independent and resilient personality
- Results driven and capable of building strong client relations
- Speaks English in a professional environment

Competitive salary with excellent benefits – An equal opportunity Employer

Send resumes to m.sanchez@naturex.com See us a www.naturex.com

