



Territory Sales Manager – Northeast, United States

A fantastic opportunity to join an innovative and collaborative growing company...

Botaneco is an Agri-Innovation Company that develops, manufactures and markets proprietary natural ingredients. We purify unique extracts from oilseeds that improve the natural authenticity and performance of personal care, food and feed products. The Company's oilseed processing platform is based around novel separation and purification techniques that enable recovery of high quality proteins and oil. Rooted in Mother Nature, Botaneco produces Hydresia®, the only truly natural emulsifier on the market today with multi-functional properties. It boasts a unique and continuous moisture delivery system that is unmatched by any other product available in the marketplace, and is currently found in more than 300 personal care products globally.

To support our continued growth we are seeking a ***driven, self-motivated team player*** with a ***proven track record of customer engagement and sales success within the personal care industry to be based in Pennsylvania, New York or New Jersey.*** This is a fantastic opportunity to join an innovative and collaborative team focused on growth!

Reporting to the Director of Sales and Marketing and working collaboratively with the entire Botaneco team, you will be responsible for contributing to the company's success by:

- Targeted sales efforts to significantly accelerate adoption and demand to drive sales growth for Hydresia® products with assigned accounts within the personal care market.
- Develop account specific strategies and programs to gain access, engagement and recommendations for Hydresia® products.
- Conduct technical Hydresia® presentations to educate clients on product specifications and formulation advantages, while providing support to drive understanding and confidence in its application and use.
- Attend industry focused tradeshows, technical seminars and marketing forums to network and educate target audiences on Hydresia® product benefits.
- Assist Botaneco's formulation team with field input to target market specific product demands.
- Work collaboratively with Botaneco's internal and external business partners to successfully implement marketing and sales strategies and tactical plans.

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Hydresia®

Attributes that are critical for this role include:

- A post-secondary degree in Marketing and/or Business, or a combination of education and experience in Chemistry (Formulation) and sales.
- A proven track record of sales success within the Northeast US personal care / cosmetic market, with a preference for those with experience in speciality product technical sales (2-5 years).
- Well established network of contacts and positive relationships within the Northeastern US personal care / cosmetic market.
- A high-energy, self-motivated, team player who aggressively drives to deliver results with minimal supervision.
- Willing to work both independently and collaboratively towards achieving the strategic and sales goals of the organization.
- Excellent verbal and written communication skills.
- Home office based with ability to travel extensively throughout the Northeastern US, with occasional travel to Southeastern US.

Botaneco offers a competitive compensation package. This position has no direct reports and is not responsible for supervision of Botaneco employees.

If you believe you are qualified for this role, please submit your cover letter and resume to jobs@botaneco.ca quoting "**Territory Manager**" in the subject line.

Thank you for your interest in Botaneco. Only candidates who are most qualified for the position will be contacted.

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Hudrecia®