



## **Employment Opportunity: Regional Sales Manager**

Actives International LLC, a supplier of highly functional botanical- and fermentation-based skin care ingredients, has an immediate opening for a Regional Sales Manager. The geographic territory is approximately 75-80 % in the Northeastern/Mid-Atlantic US with some additional responsibilities in the Midwest and/or Southeast. The position requires a strong technical background, and will involve extensive travel throughout the territory along with regular Company office time.

### **Responsibilities:**

- Promote the existing product line to generate immediate sales increases.
- Maintain strong relationships with existing customers while developing new customers.
- Develop new projects with Key Accounts. Manage activity and interactions at all customer levels, and act as liaison between the customer and Actives personnel.
- Provide timely call reports, sales budgets, sales forecasts, and information about competitive product and pricing activity. Regularly evaluate sales results, and analyze performance versus forecast.
- Actively participate in regional and national industry trade shows.
- Travel throughout the Northeastern/Mid-Atlantic US, and to selected areas in the US (as needed.)
- Work with Management, R&D and Marketing to identify, evaluate and develop strategies for new products.

### **Skills and experience:**

- Minimum 5 years sales experience (prefer 5 – 10 years). Prior experience with biological personal care active ingredients preferred. Preference will be given to candidates with a history of sales increases, market penetration, account relationship building and similar accomplishments.
- Ideal candidate will have a B.S. Chemistry or Biochemistry, or related Science degree
- Self-motivated, results-driven personality; tenacious sales attitude
- Strong interpersonal skills; ability to communicate effectively with customers and internal team members
- Demonstrated computer skills, particularly MS Office programs

To apply, please send resume and salary history to: [info@activesinternational.com](mailto:info@activesinternational.com)

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