



Account Manager

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Active Concepts, LLC was founded in 2000 with the intention of providing the Cosmetic and Personal Care Industries with innovative ingredients for finished goods. We thrive in today's rapidly evolving marketing environment by harnessing the latest technological advances to create products useful for brand differentiation. Our product development is based on our different technology platforms, which include delivery systems, botanical and complex actives, bioferments, proteins and functional ingredients. In addition to our abundant selection of standard products, we also welcome the opportunity to develop raw materials specifically tailored for our customers' needs.

At Active Concepts we are committed to providing superior customer service. Our combination of short lead times, strict quality control procedures and efficient technical support guarantee customer satisfaction. We also take pride in our on-point marketing concepts that allow for brand differentiation. Instead of following trends, we are creating them. Active Concepts has established a global presence with facilities in North America, Europe, Asia and Latin America.

At Active Concepts we fully believe in Aristotle's philosophy that "we are what we repeatedly do. Excellence, therefore is not an act, but a habit."

innovative technology platforms.

Our ability to conceptualize, manufacture and locally supply raw materials differentiates us from the competition. Our commitment to assessing, sourcing and creating innovative products and technology platforms mirrors the ever-evolving expectations and marketing environments of the personal care and cosmetic industries. We harness the latest technology to deliver our customers with value added benefits for their final formulations.

market-leading customer support.

We have made top-level customer service not only a habit, but truly a priority. What good are a company's products if the people providing support are not? Our stance on customer services provides you with the best response time in the industry – your needs and satisfaction always take precedence.

products with a purpose.

Our mission is to fully support our customers in promoting and providing brand differentiation. We want to help you achieve your vision! We strive to provide a competitive edge, not only in customer service and innovation, but also in the beneficial nature and product application of our raw materials. *in-vivo* and *in-vitro* testing of our products is a standard.



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Job Description:

Our Sales team is looking for the perfect fit to enhance our skilled and diverse company. This position requires a candidate who is self-motivated, goal orientated, and determined to generate sales. The Account Manager will support the current business in the assigned regions and identify and be responsible for cultivating new business.

Responsibilities:

- Maintain current sales and relationships with key accounts
- Develop new business through sales calls, cultivating relationships, presentations
- Constantly identify and seek out new opportunities with assigned accounts
- Generate timely Sales Reports
- Effectively communicates new product opportunities, feedback, special developments, or information collected from the market to marketing and R&D departments
- Meet sales goals & objectives assigned by the company
- 50% travel required
- Territories responsible for: Northeast, Southeast, & Midwest

The Ideal Candidate Will Have:

- Minimum 5 years' experience in the cosmetic industry
- Experience in sales of ingredients or finished cosmetics
- Strong network within cosmetic brands
- Knowledge of technical aspects of cosmetic product development or cosmetic formulation or cosmetic ingredients
- Exceptional verbal and written communication skills with a keen attention to detail
- Excellent organizational skills
- Effectively self-manage daily activities with strong time management skills
- Confident and a highly motivated self-starter
- High level of professionalism with a strong understanding of, and commitment to, customer service and interpersonal skills

***Please submit resume to Lacey Leonhardt at lleonhardt@activeconceptsllc.com**

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