



Beraca International North America – KEY ACCOUNT MANAGER, NE

BINA is a rapidly growing business unit of Beraca Ingredientes Naturais, SA. Located in Sao Paulo, Brazil. Beraca is an innovative Brazilian company with more than 55 years of experience in the development of sustainable technologies. Through its Health and Personal Care division, Beraca is a leading supplier of natural and organic certified active ingredients from the Amazon Rainforest and other Brazilian biomes to the Personal Care market around the world.

This position would work out of a home office, report to the North American Business Director, and would be responsible for developing and growing Key and Global Account business to achieve targets in North America.

Responsibilities:

- Responsible for designing a schedule of key customer visits, including calls to chemists, purchasing agents, marketing and sustainability groups
- Accountable for achieving call, project and sales targets in your assigned territory
- Identify new business opportunities and work closely with Business Director to translate opportunities into actionable plans
- Responsible for rolling sales/demand forecasts and communication of that forecast internally within Beraca
- Build and maintain relationships with Key Account contacts in North America and keep abreast of trade developments, competition, emerging consumer behaviors and trends
- Be able to establish also a strong link with our internal Global Organization and to work well with different cultures and positions within the company to maximize opportunities
- Work closely with the North America team in organizing promotional activities such as trade exhibitions, road shows etc.

Requirements:

BS degree in Business, Science, Sustainable Development
2-4 years of experience in the cosmetics industry
Technical sales /account management experience, negotiation, project management skills
Results driven and ability to build strong key account client relationships
Excellent communication skills and responsiveness
Local travel within NE US (about 40% of time)
Sound organization and project management skills

Competitive Salary with excellent benefits

If interested in becoming a part of our growing team, please send your résumé to:
binastaffing@beraca.com