



Sales Opportunity: Northeast Account Manager

Actives International has an immediate opening for a salesperson based in the NYC metro area. The position requires a strong technical background, and will involve regular travel throughout the Northeast. The successful candidate will maintain and grow relationships at existing accounts, secure new accounts, and lead strategic projects for multiple customers.

Responsibilities:

- Promote the product line at existing and new accounts.
- Manage activity and interactions at all customer levels, and act as liaison between the customer and Actives International.
- Provide timely call reports, sales budgets, and sales forecasts. Regularly evaluate sales results, and analyze performance versus forecast.
- Travel primarily throughout the Northeast, and occasionally to other areas in the US and Canada as needed.

Skills and experience:

- Minimum 3-5 years sales experience. Prior experience with personal care active ingredients preferred.
- Bachelor's degree in science preferred.
- Strong interpersonal, written and verbal skills

To apply, please send resume and salary history to: info@activesinternational.com