

We seek a Director of Personal Care Products to manage our internal Dionis personal care brand, 3rd party personal care contract development and manufacturing, and our cosmetics product development laboratory. Must be an innovative, strategic, self-motivated, hands-on business developer, technical manager, and product manager. This position requires a well-rounded experienced leader to take our Personal Care Products business to the next level.

Responsibilities include:

Dionis

- Work with key account manager to ensure key accounts are satisfied and fully accommodated.
- Work with Wholesale/Retail Sales Manager to determine and implement sales and marketing strategy. Measure progress and make changes to improve strategy. Identify new markets and drive product sales.
- Work with Designer on design improvements for existing products and new release seasonal products for key accounts.
- Advise methods to improve brand awareness, customer appeal, and profitable sales growth.

3rd Party Development and Manufacturing

- Manage accounts, price deals and set terms, manage customer expectations, and find new customers through sales calls, marketing, and innovative approaches.
- Manage projects from product development through commercialization. Apply lean manufacturing principles to inventory management. Meet customer timelines by managing priorities in the Cosmetics Product Development Lab.

Cosmetics Product Development Lab

- Manage priorities in development lab to accommodate both internal Dionis needs and 3rd party requirements.
- Ensure developed products are appropriate for commercialization and meet customer requirements.

Requirements

To be successful in this role you'll need to have:

- 10+ years in the cosmetics and personal care industry in sales/marketing or account management; proven success with new product development, production promotion, key customer contact and interaction;

- possess industry networks and personal contacts that will accelerate new products and/or business opportunity development and cultivate new relationships via trade meetings;
- experience running a business unit where responsibilities include profit/loss accountability, including reading and understanding financial statements;
- leadership skills to shift the direction of the work culture and people to accomplish goals;
- computer savvy with experience in Microsoft Office, Salesforce.com, and other software packages.

Our ideal candidate will have a background in cosmetics/personal care products formulation, sales, marketing, and production; have an MBA with a BS in chemical or industrial engineering; previous employment at both large and small companies; and experience with Six Sigma.

We're a small company where the ability to operate independently, accomplish goals, and communicate effectively are the key to success. Working here requires teamwork, positive attitude, and ownership because working at a small company means eventually everyone is responsible for everything!

We offer a competitive salary and comprehensive benefits including three medical plans, vision, Rx, dental, flexible spending accounts, 401(k) with healthy company match, basic life, supplemental life, disability, paid time off, college savings plan, long-term care insurance, and more!

Must have legal authorization to work in the US and will not require sponsorship.

EOE. M/F/D/V. Drug-free workplace.

Interested? Send your resume to hr@polysciences.com.