

Title: Retail Sales Director
Classification: Exempt
Reports to: Senior VP of Sales

About Van De Vries/Spice Co: Spice Co and Van De Vries Corporation is, a newly combined and growing processor and packager of spices and seasonings, based in New Jersey. The Company is a customer centric, energetic and rapidly growing supplier in North America; currently seeking to expand its core retail and specialty distribution businesses.

Summary:

The sales director is responsible for leading the retail and specialty distribution of the organization by performing the following duties.

1. Manage significant existing customer base.
2. Develop sales and marketing of new specialty corporate brand offerings through direct relationships, broker networks and retail/specialty distributors.
3. Develops and implements strategic sales plans to accommodate corporate goals.
4. Directs sales forecasting activities and sets performance goals accordingly.
5. Reviews market analysis to support sales strategies.
6. Effectively maintains client and customer relations at all levels within the client organization.
7. Proactively seeks opportunities to implement new product and services which support sales growth and client retention.
8. Represents Company at trade events to promote company products and drive new business pipeline.
9. Delivers sales presentations to key and prospective clients.

Qualifications:

- Ideal candidate will possess a minimum of 10 years overall retail sales experience, with at least 5 years specifically with national exposure and broker networks and private label brand development and sales.
- Previous experience with midsize to large manufacturers servicing independent, chain retailers and retail distributors and brokers.
- Bachelor's degree preferred
- Travel is required
- Strong organizational and problem solving skills
- Communication proficiency and strong customer focus
- Results driven and proactive

We are an equal opportunity employer committed to hiring a diverse work force at all levels of the business thereby creating a culture that allows us to better serve our customers, our employees and our communities. We offer a competitive benefits and compensation package. For further consideration, please email your resume and cover letter to our Human Resource department at HR@vdvspice.com