



Position: Business Development Manager

Location: North East, USA, home-based

Reports to: Chief Business Innovation Officer

Meet NutraBlend Foods

NutraBlend Foods is one of the largest custom manufacturers of specialized health nutrition powder products in North America, powered by an experienced team with a passion to help customers hustle and thrive.

With over 20 years working with some of the top Sports Nutrition brands around the world, our experience supports our customers to formulate great-tasting products that meet or exceed consumer expectations. Our state-of-the-art manufacturing facility located in Lancaster, NY provides our customers with confidence in our ability to meet delivery requirements and scale up volumes as their brands succeed.

All of this is made possible by our people.

Why Join the Team at NutraBlend Foods?

Our employees represent the best of what we do and their passion, dedication and commitment are the building blocks of our success. When you join the NutraBlend Foods team, you become part of our family. We offer a comprehensive group benefits program including medical, dental, disability, vision coverage and an employee assistance program.

Position Summary

NutraBlend Foods is seeking an experienced Business Development Manager to help drive sales and grow our presence with brands in North East USA. As the successful, results-driven candidate, you will be responsible for developing new sales opportunities within the health nutrition industry across north-eastern USA. You will work to build relationships and strategic partnerships with health & wellness supplement brands and explore market development opportunities in complementary segments, including food service, clinical facilities, and fitness chains.

The ideal candidate is a motivated, goal-oriented self-starter with relevant industry experience and the ability to deliver results with minimal supervision working from a home-based office.

Responsibilities

- Develop relationships with new and existing customer base in the health & wellness nutrition industry—with focus on performance nutrition.
- Develop and implement Key Account go-to-market strategies to drive and maintain customer satisfaction.
- Prepare, negotiate and present commercial offers and/or supply agreements.
- Communicate and log customer and prospect activities in company CRM and project management software.
- Effectively utilize tools and support, contributing to a culture of teamwork and collaboration.
- Build and maintain relationships with customers, industry influencers, and key strategic partners within the health nutrition and performance nutrition industries.
- Collaborate with leadership team to plan, execute and track meaningful results at sale exhibits and tradeshows.
- Coordinate sales activities across multiple internal teams, including but not limited to marketing, supply chain, division leadership and quality departments.
- Resolve customer complaints or issues while protecting company assets and interests.
- Report sales activities, key opportunities, and challenges at monthly sales meetings.
- Maintain flexibility for additional responsibilities, as needed.

Corporate Headquarters
32 Cherry Blossom Road
Cambridge, ON N3H 4R7

Manufacturing Facility
3805 Walden Avenue
Lancaster, NY 14086

1.833.282.6850
www.nutrablendfoods.com



Qualifications

- Bachelor's degree in food, science or health-related program preferred
- Minimum 5 years' experience in a health and wellness sales role with proven results
- Previous experience working with flavors and/or sports nutrition experience will be an asset
- Availability during core work hours of Monday – Friday, 8:30am – 5:00pm (EST); evening and weekend work may be required as job duties demand
- Residing in North East USA with ability to travel occasionally, frequently outside the local area and/or overnight
- Excellent verbal and written communications skills, including the ability to present technical data
- Creative thinking and ability to approach things differently to problem solve and drive change in a continuous improvement culture
- Strong analytical skills with competency to use technology to drive efficiency and results; i.e. Office365, SAP
- Ability to quickly build rapport with multiple levels and departments in large, complex organizations
- Strong organizational skills and attention to detail with minimal direct supervision requirements
- Demonstrated success in a result-driven, high performing team environment

Salary

Base salary commensurate with experience, plus commission based on sales targets.

Ready to Join the Team?

Please send your resume to jobs@nutrablendfoods.com with a cover letter telling us why you're a great fit for the team at NutraBlend Foods. We look forward to hearing from you!