



Job Description
Sales & Business Development Manager
Botanical Ingredients

In the **Sales & Business Development** position with **Sustainable Botanicals International, Inc. (SBI)**, you will be part of a new, growing specialty botanical ingredient company. SBI has multiple global product production sites and, as a new enterprise, is small enough to quickly adapt and adjust to support customer demands and business growth targets. You should expect career stability and advancement opportunities.

What might make this a positive career step? Company is structured to support your business development efforts, from selling company ingredients to working with customers on custom formulated applications. From the CEO down, this organization values growth. If you can sell it, we will try to find a way to deliver it within the scope of our company mission.

Expect career stability with market diversity: You will work with SBI to sell botanical ingredient into varied industry sectors, including cosmetics, personal care, nutraceutical and pharmaceuticals, allowing for diversity of channels and growth opportunities.

You'll be rewarded for your success in a position with plenty of visibility. SBI will allow for equity participation, while also providing a competitive base pay + sales incentive program + 401k matching + full medical, dental, and other expected employee benefits.

Location: Preference for a central New Jersey base, but we will consider home office location if in proximity to a major airport.

Job Description

This is a strategic technical sales and business development position reporting to the Chief Operating Officer (COO).

As the Sales & Business Development Manager, you will be the lead company sale and business development professional with responsibility for botanical ingredient sales. The position comes with P&L responsibility with a focus on gross margin growth.

Initial focus will be with the cosmetic and personal care sectors. With a focus on the eastern U.S., you will work in supporting the development of sales professionals in other regions and/or for other sectors as the company grows.

As Sales and Business Development Manager, you will use forecasting and analytical skills to target areas for new growth, develop new customers, and grow relationships with existing customers. You will be the primary company sales professional, working collaboratively with all other SBI business segments.

Responsibilities & Activities

You will consider all aspects of the relationship with customers while striving to support the existing customer base, while developing new customers. Specifically, you will...

- Be the primary customer interface, calling on clients (ranging from formulators to purchasing agents and corporate executives). Handle technical questions, product performance issues, price quotes, and contracts. Also field questions regarding delivery and logistics.
- Develop and execute a sales plan, achieve annual sales targets for defined accounts in your territory, develop new customers to achieve business growth objectives.
- Identify additional sales opportunities, for both existing and new accounts.
- Gather data on market trends, competitive products, and prices; and propose changes to the product strategic business plan to ensure proper positioning for long-term growth.
- Support the development of additional company sales professionals.
- Prepare proposals and price quotes.
- Complete call reports and maintain customer files.
- Attend trade shows as the company representative.

Qualifications

SBI is searching for a self-starter with the ability to work in a team environment that is focused on growth. Generally, we prefer the following:

- B.S. Chemistry or Engineering degree
- 3 to 7 years' experience selling specialty ingredient chemicals and/or working as an Application Engineering traveling to customer sites.
- The ability to work collaboratively with manufacturing personnel to understand manufacturing methods and supply chain issues.

- You may have spent time, earlier in your career, in a formulation environment.
- Best with a “hunter” personality demonstrating a high energy level when interacting with customers.
- Must be able to travel, working from home or a company office. Should not have restrictions that may limit working with a variety of customers in different geographic locations.

Company Description

Sustainable Botanicals International, Inc. (SBI) is a new company designed to more efficiently and effectively deliver select natural ingredients for use in personal care, cosmetic, nutraceutical, and pharmaceutical industries. Headquartered in Tucson, Arizona, SBI is a global enterprise, growing both through acquisition as well as greenfield development. True to its mission, SBI will selectively produce and deliver natural, sustainable, traceable, fair trade, and organically grown and certified botanical extracts and natural ingredients.

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