



TITLE: Account Executive

SUMMARY OF JOB:

Sell enzyme based nutritional products to prospective Private Label customers.

DUTIES:

Sell enzyme based nutritional products to current and potential customers.

Keep customers informed of new information including new product information as well as nutritional information that may be of benefit.

Coordinate company's services to meet customer needs including Marketing, Technical Services and Manufacturing.

Prepare sales plans both short and long term for customers and leads.

Enter information in computer for tracking and monitoring customers and leads.

Maintain account base with assigned Account Manager(s), Brokers and Manufacturing Representatives. Compile information for tracking and monitoring customers and leads.

NOTE: See job description for more duties.

REQUIREMENTS:

Bachelor's degree or equivalent from four year college and 3 years or more related experience and/or training; or equivalent combination of education and experience.

Must possess a desire to sell and be a self starter.

Requires an ability to work with others including fellow employees and customers.

Must have good organizational, analytical and problem solving skills.