**Position:** **Regional Account Manager, E. Canada**

**About BioNeutra North America**

Founded in 2003, BioNeutra North America Inc. has rapidly become the premier North American supplier of high quality prebiotic and fiber ingredients and products. We are dedicated to addressing the needs of our customers and consumers in both mainstream and functional food markets. Our product line provides ingredients for various food systems, contributing to advanced human nutrition and wellness in functional and healthy foods. From our head office and manufacturing base in Edmonton, Alberta, Canada, BioNeutra focuses on providing consistent, quality ingredients for formulators and manufacturers.

**Function:**

The Regional Account Manager, E. Canada will manage all daily activities related to drive sales and expand growth in defined Canadian territories with focus on Ontario and Quebec food manufacturing markets. This position will directly report to the VP of Sales & Marketing. This position will manage and work with customers and distribution partners to increase ingredient sales and achieve defined targets.

**Primary Responsibilities:**

Commercial Sales & Marketing

* Set and achieve target sales by successfully managing direct accounts as well as distribution partners
* Carry out the strategic marketing and business plans
* Build and promote strong, long-lasting customer relationships
* Identify new potential accounts
* Identify emerging commercial sales trends and make market shifts while being fully aware of new products and competition status
* Attend various tradeshows across N. America to promote commercial products and acquire new customers
* Share market trends information with team
* Work on collaborating and providing insight for promotional and marketing materials

**Qualifications and Requirements:**

* Diploma/degree in marketing, business or food science is required
* At least 3 years of sales experience, preferably with bulk ingredients, is required
* Experience in customer relationship management
* Excellent written and verbal communication skills
* Excellent time management skills and self motivated

**Location:**

This position will be home based in either Ontario or Quebec. You will be supplied with a laptop, mobile phone and office expenses will be covered by the company. All travel will be paid for by the company as well.

**Kindly send your resume and cover letter to sheri.obrien@bioneutra.ca**