

INDUSTRIAL SALES MANAGER

Overview:

- Title: Manager, Industrial Sales
- Location: Philadelphia, PA or Remote (Midwest and west coast focus)
- Salary & Benefits: Our company offers a competitive package including paid-time off, paid holidays, bonus based on performance, 401(k), health, dental and vision insurance, STD, LTD and life insurance benefits.

Company Background:

Philadelphia Macaroni Company (PMC) is where old-world tradition meets cutting-edge innovation. For over a century, we've stood as the innovative partner behind many of the world's greatest pasta development and marketing successes. PMC is a fifth-generation family-owned business renowned for our history of pushing boundaries and seeing the opportunity that lies within our partners' most difficult pasta challenges.

PMC is a vertically-integrated pasta manufacturer with six pasta manufacturing facilities and flour mill strategically located across the United States. For an international customer base, we develop and manufacture all styles of dry, frozen and specialty pastas for industrial, branded retail, and foodservice applications. In April 2020, PMC acquired A. Zerega's Sons doubling production capacity.

We are seeking ***an experienced industrial sales leader who will be responsible primarily for industrial sales in the Midwest and/or West Coast territory.*** In this role, the main focus will be the industrial food market (sales experience with food processors as our clients) with the objective to strengthen long-term relationships and increase sales. The position is full-time with travel required, including overnight travel.

Join us as we continue to combine old-world tradition with cutting-edge innovation to create the pasta marketplace of the future.

Job Description:

- Expand or increase sales in assigned territory to achieve or exceed annual sales volume objectives and KPIs
- Contact and call on existing customers frequently in order to establish a relationship and increase sales, with the objective of securing long-term supply agreements for 100% of a customer's pasta needs
- Develop new customers while maintaining and expanding current customer list. Seek out and create a plan for discovering new opportunities to sell company products
- Attend food shows for retail, co-pack and industrial products

- Process, coordinate and initiate all documentation that is related to account operations; supervise credit and collections of major customers
- Obtain current market and trend information in sales territory to assist in sales efforts
- Partner with headquarters sales and marketing team to create and execute innovative sales tactics

Job Qualifications:

- **Education:** Bachelor s degree (BS/BA) from a four-year college or university relating to business or marketing
- **Experience:** Five years or more related experience. Required experience must be in B2B sales to large CPG or food processors
- **Skills:** Successful history of meeting sales goals to large regional and national accounts. Excellent communication and computer skills
- Clean driving record, and ability to travel by car and/or plane

Please email your resume and cover letter to: sclemens@philamacaroni.com

Equal Opportunity Employer