

SENIOR DIRECTOR, FOODSERVICE SALES

Overview:

- **Title:** Senior Director, Foodservice Sales
- **Location:** Philadelphia, PA or Fair Lawn, NJ
- **Salary & Benefits:** Our company offers a competitive package including vacation, paid holidays, bonus based on performance, 401(k), health, dental and vision insurance, short term and long term disability insurance, 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.

PMC is seeking an experienced Senior Director of Foodservice Sales to lead our national accounts and key distributor business development efforts. This role will work closely with senior members of the Commercial team and will report directly to the Vice President of Foodservice Sales.

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

Job Description:

- National Account Business Development: Lead strategic relationships with national restaurant chains.
- Identify opportunities to increase sales and margins through both existing and new business.
- Create annual national account sales plans and programs
Partner with Regional Sales Managers to support business development with regional chain accounts.
- Manage broker network, set performance targets and rewards structure.
- Partner with VP Foodservice to manage direct relationships with all key distribution groups at the headquarter level. This includes contract negotiations, developing sales programs and participation in marketing programs.

Job Qualifications:

Education:

- Bachelor's degree (BS/BA) from a four-year college or university relating to business or marketing.

Experience:

- 10+ years of related sales and marketing experience in the food or foodservice industry.

Skills:

- Successful history of meeting sales goals to large regional and national accounts.
- Excellent communication and computer skills.
- Professional representative of the business.
- Ability to travel up to 50% of the time, including overnight travel, by car and/or plane
- Clean driving record

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

Equal Opportunity Employer