



## Manager, Sales & Customer Solutions

### Reports To

Director, Sales and Procurement

### Overview

AgCertain is a food, agricultural and bio-based product development, manufacturing and marketing company. We operate within a highly certified, traceable production and distribution system that delivers of specialty, quality-assured products and services. The AgCertain team connects and collaborates with customers to ensure a sophisticated supply chain management environment. The AgCertain Team understands the critical linkage of knowledge transfer and its impact on the process from concept to safe and efficient operations delivering a high-quality finished product. AgCertain has the technology, products and manufacturing capabilities as well as marketing and distribution channels to build and grow an international company.

A Manager, Sales & Customer Solutions is initially responsible for food, personal care and industrial sectors. This includes developing sales and driving growth through multiple market channels, collaborating with team members and supporting desired culture in an earlier stage and quickly developing company. AgCertain has a growing portfolio, and the Team will adapt, learn and adjust as required. This role is based in Ames, Iowa with travel expected a minimum of 25%, including some weekend travel.

### Responsibilities and Duties

- Drive sales growth for glycerin and co-products through multiple market channels including food manufacturers, personal care, specialty chemical distribution and others
- Create a pipeline of sales to support stated growth plan
- Develop and manage a diverse portfolio of customers which optimizes current manufacturing capabilities
- Serve as a main point-of-contact for customers and developing accounts including procurement, sales, contract administration, scheduling and after-hours responsibilities and requests
- Assess market trends to develop a go-to-market strategy for each channel that diversifies AgCertain's product portfolio, assuring industry-wide sales and securing optimal operational performance
- Manage assigned contract manufacturing relationships and manage market risk positions associated with these relationships
- Negotiate and execute long-term customer contracts with sophisticated national and international customers
- Prepare sales forecast and gross margin budgets; report regularly to the Director of Procurement on performance relative to budget
- Serve on, and as required lead, cross-departmental teams and initiatives
- Actively participate in New Product Development team meetings and in weekly production scheduling meetings
- Provide direction and prioritization in the development of new markets and products through market analysis including potential profitability
- Develop professional and technical knowledge by attending appropriate professional conferences and tradeshow; expand business networks through participation in professional organizations (as directed by AgCertain)
- Promote AgCertain and its related products
- Desire to expand into other product lines as the company grows



- Safely operate in all AgCertain facilities and areas, and as a leader teach, coach and enforce relevant SOPs and requirements
- Understand and incorporate into all activities proper Food Safety and certification standards and requirements
- Perform additional responsibilities and duties as assigned

#### Qualifications

##### *Education & Experience*

- Bachelor's degree
- MBA preferred
- Minimum of four years manufacturing industry experience and two years sales experience
- Proven track record of positive sales performance

##### *Skills*

- Excellent verbal and written communication skills, including presentations
- Ability to implement a sales plan and meet goals by monitoring progress according to plan
- Willingness to learn and understand AgCertain (technologies, processes, capabilities and departments)
- Sales data analysis
- Management and leadership skills including mentorship and coaching of junior and other team members
- Budget development
- High attention to detail
- Proficient in Microsoft Office Suite and similar technology