

Business Development Director Brewing and Distilling

*your partner
in food safety*



Protecting the food chain for over three generations. Saving lives. Reducing costs, liability and risk.

At Birko, we take food safety seriously. Nothing is more important to us than making sure the food chain is secure, safe and pathogen free. That's why we're committed to providing the best in environmentally responsible chemistry, state-of-the-art equipment, and excellent customer service. It's all part of The Birko Advantage, an integrated food safety solution of chemistry, equipment and technology provided by highly trained and experienced service professionals.

Birko's expertise and innovation in food safety is built on a strong technical foundation and our team of chemists and microbiologists are industry-leading experts. We supply over 60% of the Top 100 U.S. protein companies and 90% of the top 10 U.S. beef processors. Our penetration in the brewery sector is equally strong as evidenced by our many customers who are winners at the Great American Beer Fest! And in produce, our customers span the nation and include companies with household names and trusted products.

Our customers brew some of the best beer in the world; interesting in becoming a part of our exciting growth. Birko is currently recruiting for a **Business Development Director (BDD) – Brewing and Distilling**. The BDD is a key role for a seasoned leader who has a successful track record driving sales in the B2B specialty chemical/food safety discipline within the brew industry. He/she will report to the VP, Sales and may be located anywhere in the U.S. near a major airport. Regular overnight travel is required.

Essential Job Functions & Accountabilities:

- Drives sales in the Brewing and Distilling channel, focused mainly on the Top 100 craft breweries. Leads and develops commercial initiatives, solutions, and selling stories focused on driving brand awareness and sales.
- Develops business plans and sales strategy for the Brewery channel that ensure attainment of company sales goals and profitability.
- Grows and manages Brewery revenues, including leading the team through the entirety of the sales planning process.
- Develops corporate relationships ensuring customer satisfaction, and promotes ongoing communication with large customers.
- Receives and provides professional responses to RFPs and RFIs, and leads customer presentations as required. Working with the Sales team and others, provides timely, accurate, competitive pricing for all requests while striving to maintain maximum profit margin.
- Maintains records of all pricings, sales, and activity reports submitted.
- Participates in the development and implementation of marketing plans and programs. Attends trade shows and conventions to promote the Birko brand and develop relationships.
- Works closely with the Sales, Operations, Equipment and Service teams to ensure quality customer service and provide bundled customer solutions.

Education & Experience Requirements:

- A Bachelor's degree (BA, BS) or equivalent is preferred; Business Administration, Marketing, Food Science and Chemistry are preferred areas of study.
- At least 5-8 years' successful experience in sales into the Brewery channel. Deep knowledge and expertise in craft brewing preferred.
- Experience in food safety and chemical sales. Equipment sales experience preferred.
- Proven track record in a market with revenues of \$25M+.
- Prior national or major account responsibilities.
- Effective written and verbal communication abilities. Competent with Excel, PowerPoint and Word.
- Work requires a significant amount of travel therefore a valid, clean driver's license is required.
- Willingness to work a flexible schedule including regular overnight travel.

We recognize that our success would not be possible without the dedication of our employees. Employees at Birko are rewarded via a competitive compensation and benefits package and the opportunity to work with industry-recognized professionals in a growing company.

To apply, please send application materials, with Business Development Director - Brewing in the subject line, to HRInfo@birkocorp.com. Please note that Birko conducts background checks as well as pre-employment and random drug screens.

For more information about Birko, visit the company website at www.birkocorp.com.

