

Business Development Director Produce

*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.

The company is currently recruiting for a **Business Development Director (BDD) – Produce**. The BDD is a key role for a seasoned leader who has a successful track record in business planning and sales, ideally in the B2B specialty chemical/food safety discipline within the produce market. 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 Produce channel.
- Develops business plans and sales strategy for the Produce channel that ensures attainment of company sales goals and profitability.
- Grows and manages Produce revenues, including leading the team through the entirety of the sales planning process.
- Helps develop 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. Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, 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.
- Works closely with the Sales, Operations, Equipment and Service teams to ensure quality customer service and provide bundled customer solutions.

Education & Experience Requirements:

- At least 5-8 years' successful experience in business planning and execution in the Produce channel.
- Proven track record in a market with revenues of \$50M+.
- A Bachelor's degree (BA, BS) or equivalent is preferred; Business Administration, Marketing, Food Science and Chemistry are preferred areas of study.
- 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.

Preferences:

- Sales Leadership experience
- Experience in food safety and chemical sales.
- Equipment sales experience

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 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.

