

Mizkan America, Inc.

Job Title: Regional Sales Manager

Based in Mount Prospect, IL, Mizkan America is a subsidiary of the Mizkan Group, a global, family-owned company that has been Bringing Flavor to Life™ for over 220 years. As one of the leading makers of vinegars, condiments, and sauces in the United States, Mizkan America maintains 12 manufacturing facilities that serve the retail, foodservice, specialty-Asian, and food-ingredient trade channels. We are committed to following our two core principles: continuously challenging the status quo and delivering only the finest products for our customers. Our leadership seeks out, embraces, and implements ideas for improvement from all of its employees. Transparency and accountability are two key factors that drive our company's overall management approach.

We are looking for people who are seeking to deliver their best so that we can deliver ours. Above all, we're dedicated to maximizing the potential of our greatest assets—our team members. That's reflected in our ongoing commitment to recruit, develop, reward, and retain our talented, multicultural workforce. We hope to see you as part of our team's future success!

SUMMARY:

The RSM role will be primarily responsible for delivering key objectives, including gross/net revenue, spending, volume, distribution, and share growth across multiple categories & retail channels. This role will be selling our full suite of Category Leading Pasta Sauce, Vinegar, Cooking Wine & Asian products. This dynamic role demands high energy, a deep & comprehensive understanding of the channel-specific CPG food landscape, and the ability to inspire and foster strong relationships with various internal and external stakeholders. The ideal candidate will have a collaborative and enterprising mindset, work effectively within a team dynamic, be results-oriented, thrive in a growth-focused environment, and demonstrate a willingness to continuously challenge the status quo to achieve both immediate & long-term success.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Act as the primary point of contact for key strategic accounts, leading day-to-day interactions to strengthen customer relationships, enhance satisfaction & drive profitable growth
- Develop and deepen relationships with key decision-makers within major existing customers & new customers, ensuring alignment of business objectives via JBP agreements - facilitating long-term partnerships
- Manage the strategic planning and budgeting processes for assigned accounts, focusing on achieving annual/long-term profitability & account growth
- Drive new business development by identifying and capitalizing on opportunities for new customers, products, and go-to-market strategies

- Collaborate closely with sales, Revenue Management, marketing, finance, and supply chain teams to align customer trade strategies and promotion activities with overall business strategies and objectives
- Demonstrate leadership influence in representing & elevating Mizkan's status as a top CPG partner with our retailers and 3rd party agencies

EDUCATION, EXPERIENCE, AND QUALIFICATIONS:

- Bachelor's degree
- At least 5-8+ years of relevant experience in Consumer-Packaged Goods (CPG) Industry
- Desired retail channel/customer experience inclusive of grocery, dollar, drug, discount, natural & club.
- Understanding of customers' marketplace, channel strategies, competitors, and near-term business goals
- Demonstrated abilities to develop holistic strategies to secure new customers in emerging markets
- Highly proficient in MS Office (Excel, PowerPoint, etc.), Trade Management & Syndicated data platforms
- Ability to facilitate & lead fact-based selling stories utilizing Nielsen, Customer POS material required
- Experience in developing Price Pack Architecture (PPA) strategies & leadership of product commercialization
- Travel at least 25%+