

ACME-HARDESTY, CO

REGIONAL SALES MANAGER /PERSONAL CARE



In addition to base salary as outlined in the salary range, the successful candidate will also earn commission and an annual bonus. It is important to note that the RSM will be employed with Acme-Hardesty through a Professional Employer Organization (PEO).

Our growth and expansion strategy in the personal care market has created an outstanding opportunity in Eastern Canada for a Regional Sales Manager (RSM) to join our Personal Care Team at Acme Hardesty.

As an RSM on the Personal Care Team, your primary responsibilities will include:

- Develop profitable and sustainable sales in assigned territory
- Maintain, improve and profitably grow existing sales territory through new products or increased share of business
- Prospect and develop new customers, focusing on R&D for promoting our new product offerings
- Manage day to day business of territory
- Sell to the multi-level buying influences at a customer
- Travel 40% or as required to meet objectives

Qualified candidates will have 5-7 years' experience in a consultative, solution selling approach in the Personal Care market. We are seeking a candidate that has strong relationships with R&D personnel in the Canadian personal care market.

- Knowledge of supply chain and importing is very helpful.
- A Bachelor's Degree in chemistry, chemical engineering or business or related technical focus is preferred.

With an 80-year history of innovation and growth, Acme-Hardesty has evolved into a leading distributor of bio-based products and specialty ingredients for the Personal Care industry. Our dedicated personal care team offers formulation expertise paired with a rapidly growing product portfolio, allowing us to partner with our customers and develop innovative solutions to their formulation challenges. From hair care to skin care and everything in between, the ingredients Acme-Hardesty provides are essential for manufacturing quality personal care products.

Interested candidates please email your resume to **Guy Kalbach** at gkalbach@jacobstern.com