

Director of National Accounts

About the Role

This is a key position on our sales team focused on growing our dairy and value-added products to national chain accounts. This position will focus on larger foodservice customers with complex needs and customized products. The scope of products and services include commodity dairy, dairy and non-dairy-based, sauces and spreads, and other food innovations. Other solutions include risk management services, packaging solutions, etc. We are moving to becoming a flavor and ingredient company that is a go-to partner for menu innovation at large chain accounts.

To be successful as the Director of National Accounts you should have good interpersonal skills and the ability to drive company and customer success. Ultimately, a top-notch Director of National Accounts should have an in-depth knowledge of the market and competitors, along with excellent customer service and communication skills.

Key Responsibilities

- **Customer Relationships:** Primary responsibility is defining and executing relationship building strategies and sales goals for assigned accounts. Deliver customer insights (strategy, decision-making, and tactics) to the company leadership. Develop deep and trusting relationships with current and targeted accounts. Prior experience with the largest national chain accounts is essential to success in this role.
- **Planning:** Collaborate with cross functional team to develop achievable annual growth plans and sales targets. Deliver on annual growth and strategic plan.
- **Negotiation:** Negotiate sales of products in line with company profitability targets.
- **New Business Development:** Effectively work with company leadership & internal teams to identify, develop and commercialize new products, accounts and channels that have a strategic fit within our current and future capabilities.
- **Communication:** Communicate regularly and effectively on account activity to internal teams.

Key Attributes

- Sales experience - proven track record of building relationships, negotiating, and discovering opportunities with customers.
- Identifying where improvements can be made and developing sales plans and strategies to achieve company goals and objectives.
- Requires technical knowledge of food science and functional ingredients utilized in the food manufacturing process.
- Understanding of food manufacturing — products, supply chains, and go-to-market strategies for food solutions.
- Business acumen and problem-solving skills — demonstrated ability to assess complex situations, make tradeoffs, and deliver complex solutions.
- Demonstrated influence, persuasion, communication and interpersonal skills.
- Demonstrated relationship development strengths and track record of negotiating and problem solving in various customer cultures.
- Strong integrity and moral principles.

Qualifications

- Minimum 10 years of relevant sales experience to national chain accounts
- Significant knowledge of proprietary development and customer product development processes
- Passion for food
- Entrepreneurial attitude and drive
- Conceptual understanding of Financial/Commercial/Margin Management
- Demonstrated communication, leadership, and interpersonal skills
- Willing and able to travel up to 70% of the time
- Bachelor's degree
- MS Office proficiency
- Proven sales process training

About Rubix Foods

At Rubix, we believe big problems lead to big opportunities. We're a team of movers, shakers, and tastemakers from all walks of the industry ecosystem and together, we tackle some of the toughest challenges in food – from research to rollout – at unparalleled speed. That's why so many of the biggest, most exciting brands in the world come to us for their flavor and ingredient needs.

Their problems give us purpose. In fact, we love problems so much, we built a place to chew on them every day. Our new 50,000 sq. ft., first-of-its-kind Innovation Center is a foodie's playground, fostering greater creativity, collaboration, and possibilities in the development of food. And we're filling it with the best and brightest minds in the biz.

Do you love problems? Good. You might be one of us. #WeLoveProblems