



## **Sales Manager- Central Region**

Impact Confections is a high-growth confectionary company producing the fastest growing Sour Brand in the U.S. The company offers a balanced mix of everyday and seasonal candies through its two leading complementary brands, WARHEADS® and Melster® Candies. The company is poised for substantial near-term growth as it continues to build momentum with leading U.S. and international retailers across key distribution channels. Impact Confections located in Janesville, Wisconsin, and is seeking an experienced **Sales Manager- Central Region**.

### **OVERVIEW**

We are currently seeking a Region Sales Manager who is responsible for driving sales and growing Impact Confection's customer base within the Central region. The Region Sales Manager is responsible for managing a broker network and building and maintaining a good rapport with customers. The Region Manages all classes of trade including, mass, drug, grocery, c-store, wholesalers, distributors and specialty.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES**

- Oversee, manage and evaluate broker network in the territory.
- Implement sales strategy and customize programs to grow key customers within territory.
- Create and deliver presentations and product demos to customers and brokers.
- Educate brokers on the company sales strategy, product portfolio and marketing programs. Communicate new product launches and seasonal business strategy.
- Prepare and present regional updates including status of sales, forecast, key account activities, opportunities and challenges
- Represent company at National tradeshow and customer meetings (ECRM).
- Coordinate with Marketing on regional promotions, new distribution and item launches. Review promotions for effectiveness and ROI.
- Oversee deduction management process. Follow-up with customers to collect and resolve unauthorized deductions.
- Quote prices, credit terms, and prepare sales contracts.

### **EDUCATION / EXPERIENCE**

- Bachelor's degree from a four-year college and 5+ years of experience in CPG, managing customers and brokers. Familiar with the confection category and customers preferred.

### **REQUIRED SKILLS**

- Self-motivated and a desire to make an impact on the business
- Exemplary writing, listening, communication and presentation skills
- Excellent time management skills, ability to prioritize multiple tasks
- Ability to effectively manage multiple projects/tasks of varying complexities and meet tight deadlines in a fast-paced environment

- Strong analytical skills and ability to work with seasoned brokers and customers
- Proven ability to collaborate and manage cross-functionally
- Outstanding computer skills in a Microsoft Windows environment. Proficiency in Excel, Word, Outlook and Power Point
- Valid driver's license with acceptable driving record.

**OTHER**

Job Location: Central Continental United States (home based)

Percent Travel: 50%

Category: Confectionary

Impact Confections provides a competitive salary and benefits package including 401(k) with company match, medical, dental and life insurance, flexible spending accounts, and short- and long-term disability insurance. If you can perform the key responsibilities and meet the qualifications above, are self-motivated, have a desire to make an impact on the business, and enjoy working in a collaborative, fast-paced, fun environment, please apply online with your resume and salary history/requirements.

Impact Confections is an Equal Opportunity Employer/Drug Free Workplace.