

BARNET

Barnet Products 920 Sylvan Avenue Suite 210
Englewood Cliffs NJ 07632 Tel 201 346 4620

Regional Sales Manager, West Coast

The ideal candidate for the Regional Sales Manager, West Coast position will mentor and manage the western regional sales team and grow company sales within the western territory. The candidate will support and strategize with the team to increase focus at target customers as well as market and sell raw materials to the cosmetic industry. The territory includes California, Washington, Arizona, and Nevada with travel required as well as to the home office (New Jersey) as needed for training and corporate events. The Regional Sales Manager, West Coast will work closely with their team and internal stakeholders to increase focus and sales revenue within the region. This position reports to the VP, Sales and New Business Development.

Essential Job Functions

Increase Western Region Sales Revenue

- Manage western sales team to increase Barnet CAGR within the region.
- Ability to focus and achieve yearly and long-term goals, both strategic and financial.

Manage Western Regional Sales Team

- Mentor and manage regional sales team to execute short- and long-term sales goals.
- Visit customers to support west region business development not limited to chemists, marketing, product development, purchasing.
- Ensure Key Performance Indicators objectives are met/exceeded for the west coast sales team.
- Customer visits, Sampling activity, Sales goal achievement, customer relationship.
- Mid-year and/or annual sales employee assessment and performance reviews with sales team.
- Ensure timely onboarding and training of new sales employees within the region.
- Responsible to review expenses and paid time off (PTO) request for the western regional sales team in line with corporate policies.

Budgets

- Manage sales budgets for western regional sales team.
- Manage travel and entertainment budgets for western regional sales team.

Knowledge of product lines

- Understand/present active ingredients.
- Understand/present System Formers.

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time as needed.

- Understand/present trends/concepts to product development and marketing teams.

Further enhance relationships with research chemists, Product Development/Marketing and purchasing agents within the western region

- Frequent sales calls with customers and supporting team members to understand projects in development and how Barnet concepts can apply.
- Organize lunches and/or dinners and regional events with customers as needed, subject to approval.

Required Qualifications:

- College Degree or higher with degree; specialization in Biology or Biochemistry a plus.
- Minimum five years' experience in cosmetic specialty ingredient sales.
- Excellent written and verbal communication skills.
- Driven professional, capable of self-starting and multi-tasking.
- Highly organized and excellent attention to detail.
- Can function independently but also can be collaborative and part of a team.
- Accustomed to meeting goals and expectations.
- Prior management experience required.
- Established customer relationships within the region are a must.

Please send resume with cover letter and desired compensation to ncleenput@barnetproducts.com

About Us:

Barnet Products is a Sales and Marketing Company, located in Englewood Cliffs, NJ. We supply specialty chemical ingredients and selected commodity products to cosmetic, personal care and pharmaceutical companies (consumer products divisions). We were established in 1987 with a commitment to finding, developing, and presenting new concepts, ingredients, and system formers to our customers.

Barnet Products LLC is an equal opportunity employer.