

Access Strategies

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Business Manager – Willowbrook, IL

Description

Perfetti Access Strategies is a sales and marketing agency providing strategic guidance, sales services, analytics, retail activation, and digital marketing to consumer goods brands. PAS clients include many recognizable brands you can find online or in stores throughout the country. We are a small company, and everyone pitches in to help one another.

The Business Manager position will work on growing client sales through key customers headquartered in the Illinois market. We're counting on you to be a thought leader, opportunity creator, and trusted advisor to our clients and customer contacts.

Hiring organization

Access Strategies

Employment Type

Full-time

Job Location

650 Willowbrook Center Parkway,
60527, Willowbrook, IL

Base Salary

\$ Commensurate with experience

Responsibilities

- Lead effective collaboration with all customer constituencies (internal and external) to establish clearly defined strategic objectives that drive results
- Develop business plans using established and creative tactics to achieve the strategic objectives
- Develop and maintain superior business relationships with key decision makers at customers and client partners
- Responsible for overseeing the strategies and processes to ensure distribution and negotiated pricing and promotion for the client is being executed
- Provides timely follow-up to clients with regards to the negotiated contract terms with product from point of sale through point of execution
- Conduct in-person and virtual sales presentations
- Responsible for accurate and timely sales forecasting and communication
- Understand and utilize syndicated and other data sources
- Purposefully participate in trade events

Qualifications

- Proficient in Microsoft productivity suite, Google Workspace, and Salesforce.
- Minimum of four years experience in consumer food is preferable. Experience working with CPG wholesalers and/or retailers is ideal.
- High attention to detail
- Organization and communication skills are a must
- Minimum of bachelor's degree is preferable
- Must live in Chicagoland area
- Willingness to occasionally travel to support customer meetings

Job Benefits

- 401k
- Dental insurance
- Disability insurance
- Health insurance

- Life insurance
- Paid time off
- Paid training