



Director, Business Development

Specializing in tea, nut butters, and spices, we take our jobs as merchants of flavour seriously. Celebrating its 150th year in business, G.E. Barbour is dedicated to providing great tasting products to customers around the world, delivered with high quality standards and exceptional customer service.

As a food or beverage sales representative with experience selling through Distributor, Chain, Retail Private Label or Contract Manufacturing channels, you understand the complexities involved in linking your company's products, services and strengths to satisfy customers' needs in both a B2B & B2C environment. You live for the hunt and enjoy the challenges of building and working multiple sales channel & funnels. Self-motivated, you measure success by achieving your sales targets on time and on budget. Customer-focused, you listen first, identify opportunities and offer solutions. A team player, you understand, respect and engage Barbour's team strengths to achieve the overall objective. Detailed and accountable, you take ownership of projects/sales initiatives to ensure deliverables are delivered on-time and on spec. An optimist, you tend to see opportunities where others see roadblocks.

Key Responsibilities

Sales

- Selling Barbour's B2B and B2C portfolio across 4 Product Lines (Nut Butters/Teas/Spices/Flavors)
- Sales Territory to include Canada, US and International/EU
- Selling Barbour's branded products through the Natural Foods, Broad line distribution channels

- Expand Food Service/ Natural Foods sales broker network
- Responsible to identify, develop and work an active and robust sales funnel (Salesforce) to achieve company sales targets for each Product Line and Channel
- Attend and leverage various food shows to promote Barbours' capabilities
- Contract negotiations
- Sell Barbours unique value proposition

Customer Focused

- As the Voice of the customer, you ensure the customer's expectations and requirements are understood and communicated to key stakeholders on the Barbours team
- You are the cog that links Technical Services/ Operations with the customer, you open doors of communication vs controlling information
- Attend weekly operational customer calls to ensure you are informed of operational challenges and opportunities on a customer by customer basis
- Foster strong relationships with multiple points of contact with each customer
- Understand the customers business and seek proactive solutions to enhance Barbours' value proposition

Qualifications

3-5 Years of Food Sales in a co-manufacturing or private label capacity

University Commerce or Business degree

Nut Butter, Tea or Spice sales experience, would be an asset

Location

Barbours' headquarters are based in Sussex NB, however the location of the position is flexible.

If you are excited by the opportunity to shape a new role with an established Manufacturer then please send your application to Dianna Barton of Barton Consulting at the following email address: **dianna.barton@gmail.com**