



Business Development Manager - Midwest

Department: Sales

Territory: Midwest / Eastern US

Status: Exempt

Employee Classification: Regular Full- Time

Reports To: Chief Commercial Officer / Chief Executive Officer

Supervisory Responsibilities: As assigned

Job Summary: Create and execute an annual sales plan to deliver sales and gross margin targets for assigned regions and target accounts to grow and retain customers in the assigned region. This role is for a person that enjoys being in front of customers and expects to travel regionally on a weekly basis. Entrepreneurial mindset and nonlinear problem solving are a must.

Personality: Hunter

Experience: 5-10 years food ingredients / flavors experience in product lines such as fruit preps, variegates, flavor bases, beverage bases, baked inclusions, confection inclusions, syrups, sauces, fillings, vanilla, cocoa powder, sugar/sweeteners, functional ingredients.

Industry:

- Primary: Dairy manufacturing (ice cream, yogurt) and Food Service (Coffee Chains, Quick Serve Restaurants)
- Secondary: Sweet goods, bakery, confectionary.

Preferred Home Office: Indiana, Ohio, Wisconsin, N. Kentucky, Michigan, Pennsylvania

Travel: 50% This is a customer-facing position.

Essential Functions:

1. Build and manage the regional sales pipeline
2. Lead outbound prospecting efforts
3. Lead the account review process for key accounts within the region
4. Assess and mitigate revenue retention risks
5. Provide required briefs for new product development

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6. Advise on expansion opportunities (new geographies, end-markets, and/or commercial capabilities)
7. Partner with the Customer Service team to onboard, develop, and retain key accounts
8. Partner with operations to ensure operational processes and standards align with customer needs
9. Partner with finance to assess and improve account level financials
10. Track industry and market trends.
11. Maintain an understanding of competitors, their products and their capabilities.
12. Track and monitor assigned customer's sales trends.
13. Forecasting sales of assigned accounts to assist in budgeting and forecasting
14. Work with Product Development on innovation and new concepts
15. Act as a liaison and key point of contact between all Ever Fresh departments and assigned customers.
16. Manage CRM activities and outputs.

Knowledge, Skills, and Abilities:

1. Honesty, integrity and flexibility
2. Strong written and verbal communication skills
3. Product knowledge
4. Negotiation and closing skills
5. Problem solving and critical thinking
6. Flexibility
7. Self-motivated and goal-driven
8. Time Management
9. CRM usage (HubSpot)

Working Conditions/Physical Factors:

1. Exposure to wet and/or humid conditions.
2. Worker may be exposed to a loud working environment.
3. Worker may be exposed to hazards in the work place such as proximity to equipment conducting extreme heat, moving parts, and electrical current
4. Must be able to work in environment containing allergens (nuts, milk, wheat, etc.)
5. Must be able to stand and walk for prolonged periods of time
6. Occasionally required to use hands and fingers
7. Frequently required to talk or hear
8. Frequently required to taste and smell
9. Frequently required to lift/push/pull/carry weight up to 50 pounds
10. Specific vision abilities required for this job include: close vision, distance vision, and color vision.
11. Exposure to moving mechanical parts
12. Exposure to fumes or airborne particles

**Other Duties as Assigned:**

This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee.