



**Account Manager**  
**Dempsey (US) Corporation**  
**Location: Central Midwest (Chicago-Area Preferred)**

**Salary + Bonus:**  
**Base Salary** :\$60,000.00 - \$90,000.00  
**Bonus** : Based on Territory Growth

**Type:**  
Full Time – 3-5 years experience in Ingredient Sales or Combination Product Development and Ingredient Sales

**Categories:**  
Food Processing, Product Development & Ingredient Innovations, Sales/Marketing

**Preferred Education:**  
4 Year Degree BS or BSE Food Science, Food Chemistry, Chemistry, Biology or related Sciences. MBA preferred.

Dempsey (US) Corporation—Ingredient Division is a specialty ingredient provider. We provide functional food ingredients, expertise and solutions to small, medium and large food processors. Companies we work with manufacture a wide range of products from snacks to dairy to meat. A family-owned company established in 1954, Dempsey Corporation is headquartered in Toronto, Ontario and operates in three different industries spanning two continents and four countries. Firmly in its third generation, the Dempsey family invests in their employees and encourages adherence to the four core values.

**Excellence**—We consistently strive to provide a higher level of professionalism, positive energy and a creative, solutions oriented approach that exceeds customer expectations.

**Relationships**—We create and sustain long-term relationships through fair, honest and respectful communication with internal team members, suppliers and customers.

**Balance**—We are committed to creating a supportive, flexible environment as an important means to achieve greater work, family, education, and health balance and enhanced productivity.

**Empowerment**—We empower our talented people to take the initiative and decide how best to achieve their tasks and overall company goals.

**Alignment/Accountability**—We accept responsibility for our actions understanding that often, failure is the foundation for success. We follow through on commitments. We make and support business decisions through experience and good judgment.

[www.dempseycorporation.com](http://www.dempseycorporation.com)

## **Account Manager Essential Job Duties**

### Territory Management

- Increase revenue and gross profit in territory
- Manage territory successfully through growth of accounts and protection of existing business
- Service new and existing customers with minimum of 20-25 on-site sales calls/month
- Promote complete product line. Focus on different product lines in subsequent visits
- Research new and existing accounts via customers' websites and LinkedIn listings. Understand the products manufactured, predict new products or line extensions, and anticipate how the ingredients in our portfolio can solve challenges or answer open technical questions
- Produce call reports in CRM and update customer database files with contact information and locations. Update project opportunity funnel on a monthly basis
- Plan sales calls and travel well in advance with calls scheduled in CRM Calendar.
- Constantly develop new customers, products, suppliers with proper follow-up on questions, documents, samples and ongoing projects

### Supplier Interaction

- Coordinate suppliers' visits and joint calls, including but not limited to travel and hotel reservations
- Keep in constant contact with suppliers & DSM product manager for technical questions, sample/project updates, and portfolio changes

### Trade Organization Involvement

- Organize, exhibit and attend trade show events including but not limited to Suppliers' Night shows at regional sections of IFT.

- Take an active role in industry trade associations and committees to increase your professional network and spread Dempsey brand awareness. Attend 2-3 meetings per year

#### Technical Awareness & Accountability

- Be viewed and considered a ingredient resource and source agent for customers
- Stay current on processing and manufacturing needs of customers and prospects and use this knowledge when introducing new food ingredients
- Understand the technical ingredient interactions and how principal products can work together in application

A successful candidate has sold functional food ingredients to a wide variety of food product manufacturers. Some examples of products that he/she has successfully handled include gums and stabilizers, milk replacers, fibers, proteins, starches, flavors and flavor enhancers –yeast based and others, protein broths and meat based flavor systems, seasoning blends, and natural colors.

A successful candidate will have excellent prospecting and closing skills. An expert at consultative selling, the ideal candidate knows how to ask the right questions to uncover opportunities and ongoing projects. The candidate will demonstrate the ability to influence buying decisions and understand how to leverage a product mix, inventory management, and profit margins. The candidate is constantly looking to improve efficiency and be a valuable resource for his/her customers.

Our sales team is motivated by a unified vision. We are seeking a candidate who derives personal reward from helping someone, even when it isn't connected to an immediate sales opportunity. The ideal candidate understands the importance of supplier/customer relationships. He/She builds long term partnerships and preferably has done so for a family owned business.

Previous earnings of \$50K required.

If you are memorable and goal focused, email your resume to [bill@dempseycorporation.com](mailto:bill@dempseycorporation.com)