



Title:

Procurement & Sales Director

Reports to:

Chief Executive Officer

Job Purpose:

Responsible for the development and coordination of the protein procurement and sales program, while cultivating supplier and customer relationships to maximize market opportunities

Key Responsibilities and Accountabilities:

- Become a master at relationships with both raw material vendors and customers to maintain a pulse on the market, its needs, and its opportunities
- Strengthen strategic customer and supplier relationships through regular visits and interactions
- Negotiate and close contracts with leading food manufacturers and suppliers
- Independently research and strategize prospects to aggressively expand our customer base and extend our reach
- Oversee the procurement and sales team's daily operations through mentoring and leadership
- Analyze margins, trends, plant and logistical capabilities, product and service intricacies, cause and effect scenarios, and balancing relationship factors to create the best business outcome for the company
- Work closely with CEO/COO on developing plant capabilities based on market opportunities
- Identify and manage company and department goals and initiatives
- Use problem-solving skills to address issues or complaints
- Consistently look for ways to bring value to our partners by offering up ideas and solutions to the Team
- Promote personal and company image throughout the community

Physical Requirements:

- Willing to travel a minimum of 50%