



CAREER OPPORTUNITY National Starch LLC

Job Title: Business Development Manager (Soluble Fiber)

Group: Marketing – Food Product Department

Location: Bridgewater, New Jersey

National Starch is a world-leader in specialty starches and other nature-based ingredients. You may not know us by name, but you almost certainly encounter our products every day in many types of foods and beverages and a wide range of consumer products. Our customers include major players in industry, including not only the world's largest food companies but also the most creative and dynamic. Because we produce specialties, we have a continuing drive for innovation and an intimate knowledge of our markets. That means that we value creativity, technical competence, diverse thinking and an entrepreneurial spirit.

Position Description:

The Business Development Manager will manage a high-growth, high-value nutritional ingredient business currently focused in the core applications in the US baking, beverage and dairy market with strong potential to expand into multiple other “better-for-you” food categories in the next 1-2 years. The successful candidate will have the ability to develop creative promotion and marketing strategies to differentiate the nutritional ingredient. In this highly-visible position, you will be responsible for developing sales training and tools and promotion and marketing materials. You will have responsibility to directly assist in the sell-in to customers, manage promotions at trade shows as well as prepare monthly and quarterly business reports for management. In addition you will chair multi-disciplinary teams to ensure that Supply Chain, Regulatory and Clinical programs are being properly managed and also prepare annual operating plan with full budget details and have accountability for delivering these budgets.

Requirements:

- MBA with 2 -3 years of relevant experience or BS in Life Sciences, Nutrition, Food Science or other related discipline with 5 to 7 years of relevant experience.
- Successful track record/experience in Product Development, Sales, or Marketing in B-2-B or consumer goods industries.
- Experience successfully promoting and designing marketing programs for high-growth products, preferably to Food & Beverage companies.
- Demonstrated success working with and guiding multi-disciplinary teams to support a high-growth, high-value, new business program.
- Excellent communication and organizational capabilities required.
- Strong analytical skills, especially in translating consumer needs related to nutrition and well-being into key product performance attributes such as desirable health benefits and cost-in-use.
- Quick learner and comfortable with presenting technical matters like regulatory guidelines governing the claims made on health benefits associated with foods.

Reference Code:

To submit your interest in this position, send your resume with cover letter including the Reference Code # NA14 to na.careers@nstarch.com.

North America Careers
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www.foodinnovation.com