



## CAREER OPPORTUNITY National Starch LLC

**Job Title:** Sales Professional  
**Group:** North American Food Sales Team  
**Location:** Based in Ohio area

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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.

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### **Position Description:**

National Starch has an excellent opportunity for a sales professional in its North American Food sales team. The position will be based in the Ohio area (Cincinnati, Columbus or Cleveland) and be responsible for managing regional food accounts including food processors and distributors. You must have the proven capability of growing current business as well as develop additional new business in new markets. This position will provide the opportunity to show your capabilities of creating and delivering value to our customers as you develop long and strong customer relationships. This is an excellent opportunity with career growth potential for those candidates who can demonstrate their willingness to take on additional responsibilities with a proven track record of success.

### **Requirements:**

- Bachelor's degree; MBA a plus.
  - Minimum of 4 to 6 years of sales experience with proven track record managing complex accounts preferably in the food industry. Key account experience a plus.
  - Proven track record to grow business and ability to handle financial dealings with customer accounts.
  - Highly motivated, self-starting professional with excellent communication skills both verbal and written.
  - Technical background or technical sales a plus.
  - Strong computer skills.
  - Strong organizational and time management skills.
  - Frequent travel during first 6 months on the job including extensive training in our NJ facility.
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### **Reference Code:**

To submit your interest in this position, send your resume with cover letter including the Reference Code NA01 to: [na.careers@nstarch.com](mailto:na.careers@nstarch.com).

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