



Regional Sales Manager – Western Territory

Job Description

Lucas Meyer Cosmetics is the business unit of International Flavors & Fragrances Inc. (IFF) which develops, manufactures and markets innovative ingredients for the cosmetic and personal care industry. We offer active ingredients, functional ingredients and delivery systems from various origins.

This position is home office based, ideally located in the Los Angeles area, California with 30% travel in the territory.

Commercial Responsibilities:

- Drives territory performance and development by:
 - Building profitable sales in an assigned territory through additional sales with current customers and demonstrates commitment to prospecting and new business development.
 - Development of sales territory in line with the agreed annual sales budget and forecasting to ensure the target revenues achieved.
 - Continually monitor and appraise emerging products or trends to identify and report on business opportunities in targeted markets.
 - Work closely with customers to be supportive and helpful while retaining confidentiality and implementing agreed product strategies. Provide customer technical support and consultant services to increase our overall value to the customer.
 - Liaising with customer service internally to keep up to date with developments regarding open orders, pending samples, quotations, shipment follow up, etc.
 - Provide visit reports with detailed information of items discussed, competitive information and industry developments.
 - Ensure up to date information related to territory is maintained via sales force
 - Enhance LMC's position within each corporate account using consultative and in-depth selling at all levels within the account.
 - Maintain a clear updated view of your sales pipeline.
- Coordinate with other regional managers and communicate clearly as needed to insure the regional team is aware of account activity and any actions required to successfully

service the customer. And Will support West Coast Regional Sales Manager in sales related activities

Required Skills

- Proven experience in a sales role within the Personal care industry.
- Commercial understanding and good interpersonal skills.
- Self-motivated and results driven.
- Ability to interact with diverse stakeholders.

Required Experience

- BA/BS Degree, Business Administration, Chemistry or Biology is desirable.
- 3+ Years of previous industry sales experience in Cosmetic ingredients.
- Candidates must be authorized to work in the US, without sponsorship, now and/or in the future.

Please send your resume to: hr@lucasmeyercosmetics.com