



EMPWR – Business Development Director

Ambitious. Nutritious. Delicious.

We are seeking a charismatic Director of Business Development to join our team. This role reports to the Vice President of the division and plays an integral part in ensuring the ongoing success of the organization. The ideal candidate is highly motivated, customer-focused, and confident in their ability to close a sale.

A Day in the Life:

- Develop and maintain positive relationships with customers.
- Perform business development research to ensure steady growth of the organization.
- Identify customer needs to propose product solutions.
- Maximize sales by ensuring customer expectations are met or exceeded.
- Collaborate with various departments to ensure customers receive an exceptional overall experience.
- Maintain up-to-date knowledge of products, sales trends, and growth markets.
- Occasional travel up to 20% as needed.

What you Bring:

- Bachelor's degree in Business or related field.
- Prior experience in manufacturing required; perishable goods experience highly preferred.
- At least 10 years of progressive experience involving sales, marketing, product development, or related duties.
- Tech-savvy and able to learn new systems quickly.
- Exceptional interpersonal communication and business partnering skills.
- Able to effectively manage multiple projects and deadlines.
- Strong business acumen with excellent creative problem-solving and decision-making abilities.

<https://www.empwrnutrition.com/>

