

EMPWR

EMPWR – Business Development Director

YOUR
CAREER

Business Development Director

EMPWR is Growing – Join Our Team!

We make healthy, delicious snack bars and are expanding fast. With over 1,300 employees across modern facilities, we focus on teamwork, safety, and growth.

Be part of our journey to shape the future of healthy snacking in our state-of-the-art production facilities.

Job Summary

1. Key account management

- Build and maintain strong relationships with new and existing customers
- Grow business with new and existing clients by leveraging category knowledge to expand portfolios and sales.
- Respond to inquiries, offer advice, and introduce new products and flavors.
- Ensure internal teams understand and support customer needs.
- Collaborate with Finance, Customer Service, Supply Chain, and R&D to optimize service levels.
- Manage development projects from brief approval to commercialization and launch.

2. New business opportunities

- Research and pursue market opportunities, engaging potential clients and building partnerships.
- Understand customer needs and develop strategic plans to meet them.
- Advise prospects on manufacturing capabilities and product specifications.
- Prepare R&D briefs, product quotes, and proposals to close deals.
- Attend industry events to stay updated on trends and expand networks.

What you bring:

- Bachelor's degree in Business, Marketing, or related field.
- 10+ years in Sales, Marketing, or related fields.
- Proven ability to manage projects effectively.
- Experience in the food industry, particularly bars and snacks.
- Strong background in co-manufacturing/private label projects.
- Track record in customer-centric product development.
- Excellent communication skills and proficiency in IT tools.
- Independent, proactive, and adaptable to uncertainty.

What we offer:

- **Health and Wellness:** Comprehensive health insurance (medical, dental, and vision)
- **Paid Time Off:** Enjoy 2-weeks paid time off (PTO) and paid holidays, so you can rest and recharge, spend time with family, or pursue personal interests.
- **Retirement Plans:** Plan for the future with our 401(k) retirement plan options, including an automatic **3%** company matching to help you save for retirement.

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