



Sales Manager, Natural Channel - Available Immediately

Preserve - Waltham, MA

Overview

Preserve is the leading maker of performance driven and stylish 100% recycled household products. Preserve is also the #1 selling brand in its categories in the natural grocery channel. We seek an individual to lead sales management of our natural market retailers. Over the past 14 years we've built a strong base, yet there remains opportunity to bring innovation to the role and continue a high growth path. The new Sales Manager will oversee Preserve's largest piece of business, deepen relationships with a strong base of longstanding retailer partners and bring product to individuals most committed to selecting products that are less impactful on the earth.

We seek an entrepreneurial executive with experience in this industry to lead the next stage of growth for this channel. This position presents the opportunity to gradually assume more responsibility and potentially lead Preserve's sales team.

The primary responsibilities of this position are:

- Manage a national broker network to deliver sales execution and achieve performance objectives.
- Develop new business through product introductions.
- Develop and expand strategic retail relationships.
- Maintain a strong relationship with distributors.
- Direct and monitor all aspects of trade promotion to ensure maximum impact.
- Champion in-store excellence to grow Preserve's reach.

Accounts include national retailers (e.g., Whole Foods Market) and distributors (e.g. United Natural Foods), regional natural retailers (e.g. Henry's and Sprouts), and the thousands of independent natural retailers nationwide.

Responsibilities

- Sales Management
 - Forge a close relationship with our broker team to ensure top-notch retail presence, new item introduction, and positive sales growth by region and retailer.
 - Manage partnerships with our distributors to meet retail demand by ensuring proper product distribution, managing inventory levels, and appropriately promoting Preserve products for positive sales growth and increased retail traction.
 - Maintain close relationships with Whole Foods Market national, regional, and store management to keep a pulse on product placement; introduce and launch new items; monitor, manage, and take steps to increase store, regional, and national sales; leverage the Preserve brand through innovative marketing programs and promotions.
 - Uphold close relationships with the key natural category buyers at top 20 natural chains to maintain appropriate product placement, introduce and launch new items, promote and advertise effectively, and grow sales.
 - Generate and analyze sales reports to guide strategic product and retail decision making to positively impact sales.
- Marketing
 - Plan and attend key trade shows (Natural Products Expo East and West).



Nothing wasted. Everything gained.™

- Develop and execute strategy for distributor and retailer ads and promotions.
- Identify and implement tactical store-based programs to increase turns.
- Attend store and regional events to raise awareness of Preserve.
- Financial
 - Maintain profitable growth in the channel.
 - Oversee budgeting for line item sales expenses.
 - Process and approve expenses (e.g., charge backs, commission payments).
- General Administrative
 - Develop new items submission, promotional activities and discounting programs.
 - Review incoming orders.

This is an excellent opportunity for an individual interested in helping to build a fast-growing, entrepreneurial company. Creativity, organization, independence and accountability are essential.

Qualifications

- Experience in the natural products industry.
- Strong sales and broker management experience required.
- Excellent communication, writing, speaking and presentation skills.
- Proven ability to establish and accomplish goals.
- Diligent follow-up and record-keeping abilities.
- Strong analytical and negotiation skills.
- Interest in environmental issues and sustainable living.

About Preserve

Preserve is the leading maker of performance driven and stylish 100% recycled household products, including the Preserve toothbrush, razor, tableware, and the award-winning Preserve Kitchen line.

Preserve is powered by the recycling efforts of individuals and companies collecting #5 plastic—such as yogurt cups and other common household containers—via Preserve’s Gimme 5 program. The Gimme 5 program collects and transforms #5 plastics into new Preserve products; all recycling and manufacturing is done in the USA. Preserve empowers consumers to make everyday choices that are better for the earth while offering real solutions without compromise.

Preserve is the #1 selling brand in its categories in the natural grocery channel and sells in a number of other channels including supermarket, drug, and specialty. Preserve products are available at over 7,000 retail locations nationwide, including all Whole Foods Market, Trader Joe’s and Target stores and a variety of other retailers. For more information, visit www.preserveproducts.com.

Compensation

Salary commensurate with experience and will be structured with a base salary and performance-based compensation. Preserve covers 50% of health insurance (currently provided through Tufts HMO).

To apply

Email resume with cover letter detailing why you have the experience to succeed in this opportunity to hr@preserveproducts.com. Please include your first and last name in each document’s file name e.g., Jane.Smith.resume.pdf. Please put “Natural Sales” in the e-mail’s subject line. Feel free to identify your salary requirements in your cover letter. Resumes without personalized cover letters will not be considered. No phone calls please.