



## Senior Account Manager

HyLife Food Windom a division of the Hylife organization is engaged in the dressing and processing of hogs for both domestic and world markets. To reach and sustain its position as a premier supplier of quality food products it strives to employ talented and motivated people who are capable of reaching the cutting edge of their discipline. Our growing company is searching for top talent to join our team in the role of a **Senior Account Manager**, reporting to the **Executive Director of Sales & Business Optimization**. *This position has the potential to advance into a Director role for the right candidate with extensive experience and qualifications.* This opportunity is located in the community of **Windom, MN**.

Your days will include:

- Direct sales, marketing, & customer service activities
- Review and solution customer complaints with Operational Service Representatives and operations teams
- Lead foreign sales opportunities with sales team
- Understand customer preferences to determine focus of sales efforts
- Direct, coordinate, and review activities in sales and service accounting, record-keeping, and in shipping and receiving operations
- Analyze financial reports to determine state of operations and strategies to manage and surpass sales KPI's
- Determine pricing
- Prepare operational budgets
- Evaluate potential products & resources
- Plan and direct staffing, training, and performance evaluations to develop and control sales and service programs
- Establish interpersonal business relationships to facilitate work activities
- Advise others on business or operational matters
- Represent the organization in external relations

To succeed in this role, you possess:

- Degree in Business Administration in Sales/Marketing/Finance
- A minimum of 5 years' experience working in sales in the meat processing industry required. Preference given to those candidates with experience in the Pork processing industry who bring strong US Retailer/Processor relationships.
- Knowledge of principles and methods related to showing, promoting, and selling products. Including marketing strategies and tactics, product demonstration, sales techniques, and sales control systems
- Knowledge of principles and processes for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction
- Strong English language skills including the meaning and spelling of words, rules of composition, and grammar
- Knowledge of business and management principles involved in strategic planning, resource allocation, leadership technique, production methods, and coordination of people and resources.
- Exceptional problem-solving skills
- Works well in a fast-paced team environment and is self-motivated
- Excellent attention to detail and excellent time management

If you thrive on new experiences and want to be a part of a team with international reach, apply today at <http://hylife.com/current-opportunities/>

**Your future starts now!**

