

We love cosmetics.

As the premier global solutions provider in the cosmetics industry, Weckerle Cosmetics delivers leading innovation on all aspects of contract manufacturing with full-service beauty products for the lips, eyes, face, and body. A global leader for over 40 years, Weckerle innovation begins with our cutting-edge science and machine manufacturing technology and extends to our polished design and packaging services for the industry's leading brands. We seek to set the par for the cosmetics industry worldwide and remain one of the few contract manufacturers with true full-service capability.

For our location in Carson, CA, we are currently seeking a

Sales Director

Essential Duties and Responsibilities:

- Key account management for top North American clients (East and West Coast)
- Supporting the N.A. production facility to ensure short and long term business planning
- Preparing, meeting and exceeding sales budgets
- Supporting the project management team on project execution and sales tools
- Supporting and guiding Inside Sales (after sales) staff on the daily communication with customers
- Supporting projects towards customers (defining technical concept, assisting in the preparation of internal calculations, offers /customers' RFQs and negotiating contracts)
- Observing and analyzing market trends to contribute to product development and business strategies
- Supporting and maintaining detailed account profiles and activities, including statistics, forecasts and reports, update management on account status, business opportunities and trends on a regular basis.
- Following up on company-generated leads from trade shows

Supervisory Responsibilities:

- This job has supervisory responsibilities.

Qualifications/Requirements:

Education:

- Bachelor's degree (B. A.) in Marketing, Business Administration or related field from four-year College or university; and Requires at least 5 years of experience in the field or in a related area. (Marketing, Sales, Project Management)

Experience:

- 4 - 6 years successful sales experience or equivalent combination of education and experience required



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KNOWLEDGE/SKILLS/ABILITIES:

Knowledge:

- Standard, clerical office practices and procedures especially as they relate to the function of this position.
- Strong knowledge of MS Office Suite and ERP system (i.e. MS Dynamics AX)

Skills:

- Strong written and verbal communication skills, needed to effectively communicate with, Management, guests, customers, vendors, suppliers, etc.
- Excellent presentation and organization skills with a talent for customer interaction at all levels.
- Strong team player with excellent communication skills
- Confident to work in a complex environment.
- Willing to travel on a regular basis to customer sites, internal production facilities and trade shows. 50%+ of working time.

Abilities:

- Speak and write effectively; prepare documents that are succinct, (priority, high area of interest), and grammatically accurate; correctly apply policies, procedures, and regulations. Work effectively in a diverse community; maintain confidences, and confidentiality. Attention to detail and the ability to work on multiple tasks simultaneously, is critical for the success of this position.

Physical Demands:

- The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this Job, the employee is regularly required to use hands to finger, handle, or feel; reach with hands and arms and talk or hear. The employee is frequently required to sit. The employee is occasionally required to stand and walk. The employee must occasionally lift and/or move up to 25 pounds. Specific vision abilities required by this job include close vision and color vision.

Work Environment

- The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Special Requirements:

- Ability to work effectively with a diverse community.

Contact Information:

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