

BUTTERBALL® FARMS, INC.

Imagine Butter Differently

[Butterball Farms, Inc.](#) is a world-class food manufacturer on a mission to Enrich Lives and has been recognized as a West Michigan and National Best and Brightest company to work for three years running. With over 60 years in the industry Butterball Farms, Inc. is proud to give back to our employees, communities and neighbors. We imagine butter differently, have a highly recognizable client list and are known by our customers for our innovation, reliability, responsiveness, and our value-add approach to business. Our amazing culture is recognized globally. We are financially sound, rapidly growing and poised for continued success.

Are you ready to study hard, work hard and be coachable – hungry, humble and people smart? (“The Ideal Team Player by Patrick Lencioni”)

Business Development Manager

Summary: Butterball Farms Butter is looking for a Business Development Manager to be responsible for improving the organizations market position and achieve financial growth within the North Carolina and South Carolina market. The individual in this role will be responsible for converting prospects into potential customers and creating a high volume of sales opportunities. Our expectation is that the individual in this role will thoroughly understand the market, the industry/products/solutions we offer and our key competitors. This position is a critical sales position and will be instrumental in helping Butterball Farms meet and exceed its sales goals.

Job Description:

The primary role of the Business Development Manager will include prospecting for new clients in the foodservice arena with a heavy focus on Hotels, Country Clubs, Catering, and white tablecloth dining. These opportunities will be uncovered by networking, cold calling, and working with distributor sales reps. In addition to growing new business you will be expected to help retain existing customers. Additionally, it is your job to work with the internal team, marketing staff and other managers to increase sales opportunities and maximize revenue for the organization. The ability to plan strategically and manage your time effectively are critical components to achieving success. In addition, to be successful in this role, you will need to have a positive attitude that embraces the challenge of making cold calls on prospective customers. We can teach you selling skills and give you product knowledge but the willingness to go out the door every day and be successful needs to come from within.

The territory encompasses NC/SC and will be based in the Charlotte area. You will work remotely from a home office, but the expectation is that outside sales calls will be made 4 days a week.

As a Business Development Manager, you will:

- Prospect for new leads and develop into new business.
- Cold Call as appropriate to ensure a robust pipeline of opportunities.
- Following up with commitments made to customers and prospects
- Plan your sales calls and pitches
- Preparing weekly and monthly reports.
- Maintaining client records in company's CRM system.
- Track and record activity on accounts and help close deals.
- Identify opportunities in either customer or distributor channel for sales growth.
- Attend industry functions such as association events. Ex. ACF

As a part of our company mission we are looking for someone who has the following skill sets and qualities:

- Bachelor's degree in business, marketing, or related field.
- Experience in sales role and/or people facing jobs.
- A commitment to excellent customer service.
- Superb interpersonal skills, including the ability to quickly build rapport with both customers and suppliers.
- Competency in Microsoft applications including Word, Excel, and Outlook.
- Able to work comfortably in an entrepreneurial environment.

We Offer:

- Awesome team members
- Industry-leading culture
- A mid-size organization with the expertise of a larger organization but the nimbleness of a smaller entrepreneurial company
- Opportunity to impact lives daily
- Opportunity to grow personally and professionally daily
- A chance to start a career not just a job.
- Competitive Salary
- Medical
- Dental
- Vision
- 401K
- Tuition Reimbursement

If you are interested in this exciting opportunity, please submit a cover letter telling us why you're interested and your resume to resumes@butterballfarms.com.

Butterball Farms, Inc. is proud to be an Equal Opportunity Employer