



Technical Sales Representative

VAN HEES produces functional additives used in the meat- and food processing industry. Over half a century of experience supplying functional ingredient compounds and seasoning blends is the key to the optimum application of modern meat processing technology. Careful analysis of raw material and the continuous control of our processes and finished products guarantee constant high quality. We supply more than "just" products to our customers in over 35 countries all over the world – we offer solutions, problem-oriented, reliable, tailor-made.

VAN HEES is seeking a full time Technical Sales Representative located on the Midwest, East Coast or South.

Position Description

- Responsible for profitable Sales and Revenue growth within your territory
- Provide technical recommendations, innovations and extensions to the VAN HEES product line as requested by our customers
- Communicate directly with our plants and management to ensure complete customer satisfaction
- Responsible for adding new medium and large customers
- Assist in the launch of new products and, if appropriate, participate in development of any necessary launch materials
- Participate in regional trade shows and marketing programs
- Provide appropriate sales forecasts and other management reports as required

Qualifications

- Bachelors degree in Meat Science or a related agriculture field
- Must demonstrate strong technical skills and experience with meat technology
- 2-4 years experience in a technical sales and support role working with medium to large companies within the industry would be ideal
- Must be willing to travel as required
- Must be self-motivated, project a professional image and interact effectively at all organization levels



VAN HEES INC

611 Hailey Court • Simi Valley, CA 93065/USA • Phone +1 (805) 579-7057
Fax +1 (805) 579-7053 • kgrab@vanheesinc.com • www.van-hees.com