

Director of Business Development

Twincraft Soap (www.twincraft.com) is a dynamic and customer-focused company dedicated to creating innovative soap and personal care products. Our clients include Aveda, Mary Kay, Avon, Estee Lauder, CVS and Victoria's Secret. We are seeking a strategic individual to identify and secure new accounts as well as develop incremental sales and gross margin at existing accounts on a continuous basis.

In this role, you will be responsible for identifying and growing new and existing accounts, managing the opportunity funnel, partnering with customers in new product development, costing, pricing and forecasting. Additionally, you will work closely with Marketing, Packaging Development, R & D, the Formulation Lab and Account Management. Travel required is approximately 30%.

Qualified candidates will have a bachelor's degree preferably in business, and a proven consultative selling experience, preferably in a specialty market. Must have strong leadership, communication and presentation skills and work well in a team environment. Ability to think on your feet, listen and solve problems is essential.

This position will report into the VP of Sales & Marketing and will be based in our Winooski, Vermont office. Aggressive compensation package offered including base and incentive program. Twincraft offers an open management culture that is fun and family-oriented. We even bowl frozen turkeys and toss eggs (company events). To apply, please forward your resume with "SALES" in the subject line to jobs@twincraft.com or fax to (802)655-3231.