

## **Territory Manager, Food Ingredients**

### **Responsibilities:**

Sales of Food Ingredients to customers in Southeastern U.S.

- Plan and implement sales strategies to meet territory budgeted margin
- Negotiate sales contracts
- Technical sales at customer research centers
- Travel approximately 50%

### **Qualifications:**

Candidate must have:

- B.S. in Business Administration, Marketing, Food Science or related degree
- Experience working in sales process
- Excellent oral and written communication skills
- High energy level, self-motivated with good planning skills
- Perceptive and skillful negotiator
- Ability to manage multiple priorities and activities
- Ability to work with minimal supervision
- Willingness to relocate to Southeastern United States

### **Send Resume to:**

[Robert Meredith](mailto:robert.meredith@tateandlyle.com) (robert.meredith@tateandlyle.com)

Regional Sales Manager  
Tate & Lyle Ingredients, Americas  
79 Carter Rd., Cartersville, GA 30120

Phone: 770-386-2655

Fax: 217-421-4780