

## Account Manager- Food By-Products

Would you like to work for a growing company that still has a “family” atmosphere and where you the employee are still the greatest asset to the company?

Are you a highly independent person? Do you actively seek out problems to solve? Do you have a knack for knowing what is important...? Will you take care of our customers? Are you honest and ethical?

If so, you may be the perfect candidate for our Account Manager- Food By-Products

We are currently looking for an Account Manager for The International Companies. The position is located within the Fenton area.

### Overview:

This position is critical to the growth of an emerging segment of our business. This position is designed to develop strategic relationships with fortune 500 food manufactures, manage their by-product streams and provide consulting services. These relationships would lead to the acquisition of raw materials central to IIC's growth opportunities and profitability and the merchandising materials to strategic partners in the by-product, recycling and waste management industries. IIC has developed existing relationships, strategies, and currently provides services to client firms to bring raw materials under management and is looking to accelerate the growth in this area.

### Responsibilities Include:

- Successfully deploy services and meet the expectations of our client firms
- Achieve goals and objectives in targeted food industry verticals
- Develop relationships with strategic target accounts and markets
- Develop and market IIC's "Total Solutions" suite of services
- Negotiate for and implement contractual agreements
- Achieve financial targets from the management of by-product materials and provision of services
- Develop cooperative relationships with industry partners
- Travel to client firms, industry partner locations, with procurement team members, with IIC sales force, and attend industry functions

### Job Requirements:

- Excellent interpersonal skills
- Strong computer skills
- Minimum of ten years working experience with three to five years of sales management experience in the food or feed industries
- Experience in agriculture and/or waste management industries
- Bachelor's degree

We offer a competitive compensation and benefits package. If you feel you meet the above qualifications please send your resume to: [careers@ifpc.com](mailto:careers@ifpc.com)

Please include your salary expectations, resumes sent without salary expectations will not be considered. We are serious.... 😊

Lisa M Filkins

The International Companies

Vice President, Human Resources

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